FREIGHT TRAFFIC ISSUE

Shippers are sympathetic to a **'dirty car' penalty,** but see problems in applying it . . . p. 35

June 28, 1965

RAILWAY AGE WEEKLY

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Why Johnson Wax leases special cars for intra-company shipments p. 46

NWP drives a golden spike and the lumber trains roll p. 54

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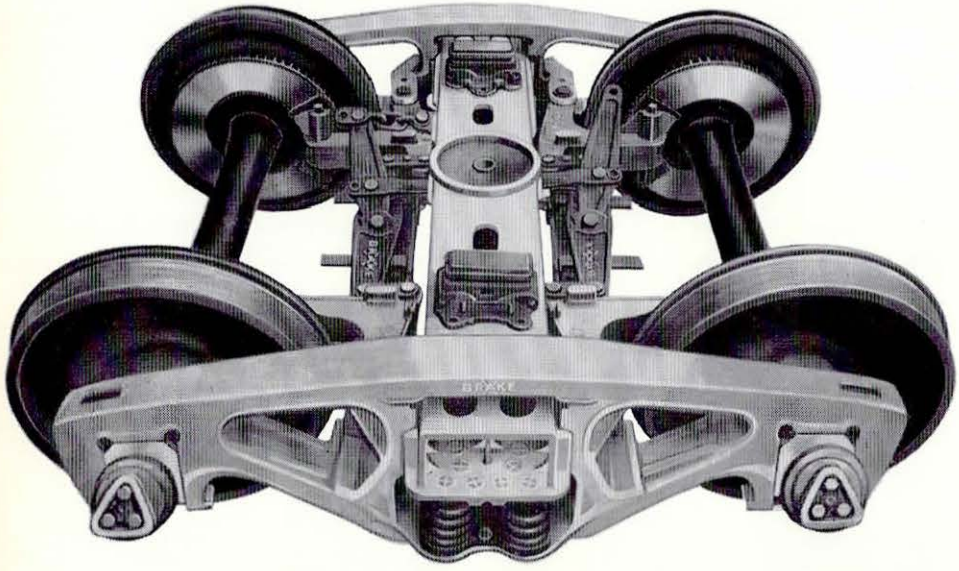

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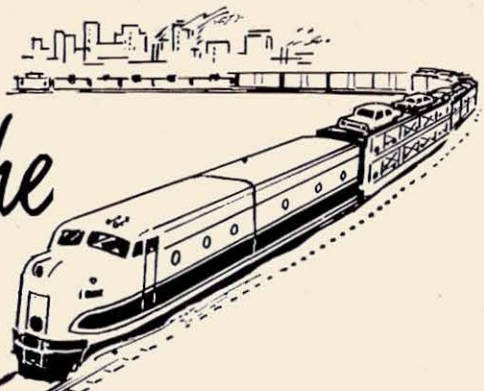

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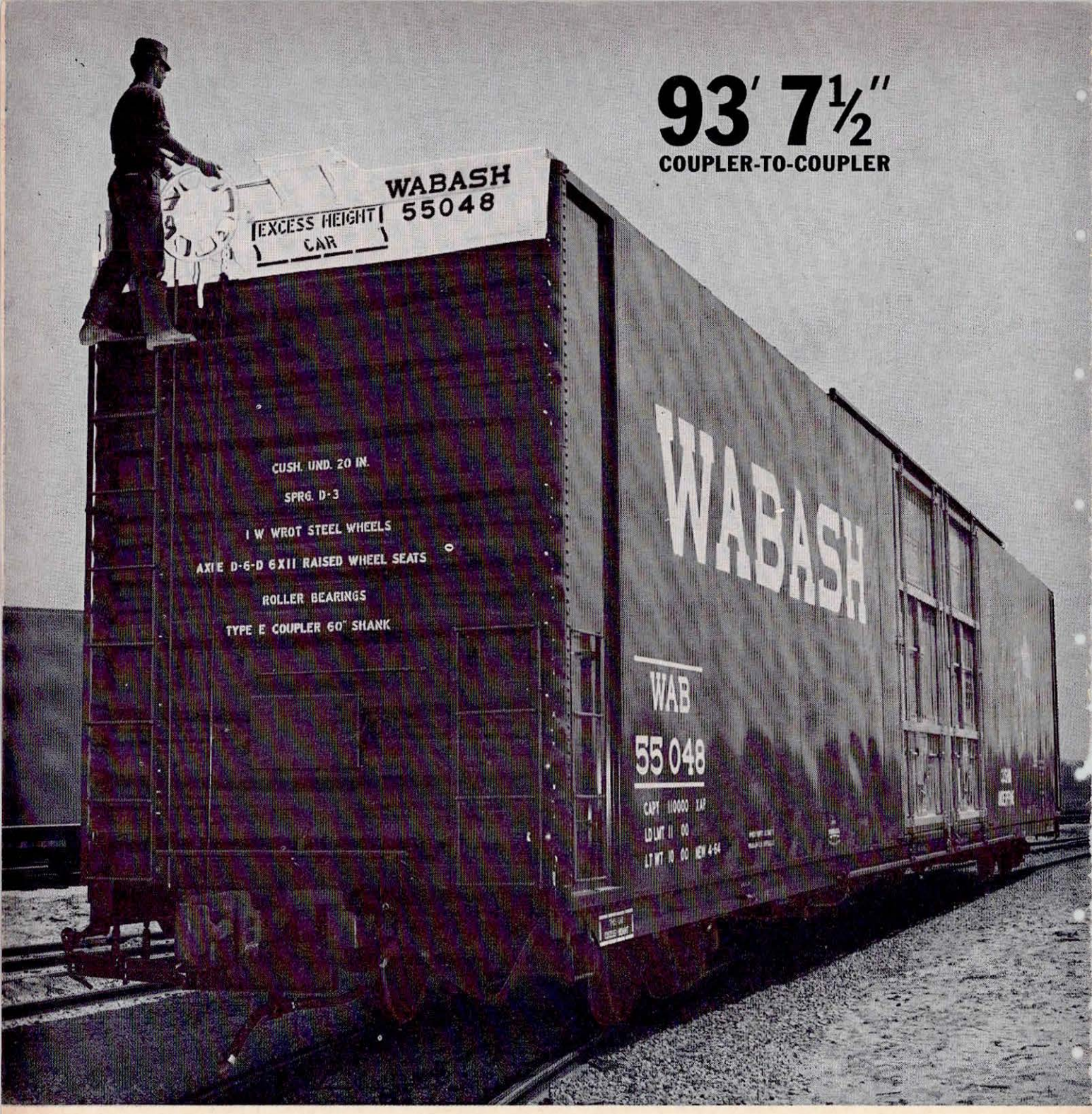

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RAILWAY AGE WEEK AT A GLANCE

June 28, 1965 • Vol. 158, No. 26

Decision near in Canadian run-through case

The CN case involving interdivisional runs will be decided soon, and the result could have far-reaching effects....**p.11**

Shippers split on 'dirty car' penalty

Only slightly over half the Traffic Poll respondents favor the railroad-proposed $25 penalty **p.35**

Munich transport show gets under way

An impressive display of the latest in railroad equipment has been unveiled in the German city **p.37**

Mechanical Division eyes the future

Last week's Chicago meeting of the AAR group pointed the way toward an era of better railroading **p.40**

Johnson Wax leases special box cars

The insulated units, built by North American Car, are being used for intra-company service **p.46**

NWP hammers a golden spike

Lumber trains are rolling over the Northwestern Pacific, which was hit by floods late last year **p.54**

A way to make New Haven commuter runs pay?

According to a new private study, the road's New York service could be made to pay its way **p.62**

The Action Page—How to speed up progress

Scientific research on an individual or joint basis is a must for the railroads of today **p.82**

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SHORT AND SIGNIFICANT

O'Neill reappointed to NMB

President Johnson last week nominated Francis A. O'Neill, Jr., for a new three-year term on the National Mediation Board. The nomination requires Senate confirmation, which is expected. O'Neill has been a member of NMB since 1947, and the new term would run until July 1, 1968.

●

Railroads and suppliers: shares worth $11.9 billion

One out of every 20 U.S. shareowners—or more than a million—owns stock in an American railroad or a railroad equipment company. The figures are contained in a 1965 Census of Shareownership just published by the New York Stock Exchange. An estimated 1,020,000 persons—5% of all U.S. shareowners—hold shares in 96 publicly-owned domestic railroads and rail equipment manufacturers. Their market value of $11.9 billion at the end of 1964 accounted for 2% of the market value of all corporate stock in the nation.

●

Atlanta votes in favor of rapid transit

By a vote of 4 to 1, voters in Atlanta have said "yes" to a proposal to create an area-wide rapid transit authority. Four surrounding counties also voted in favor of the proposal, with one county—Cobb—voting against it. As a result of the favorable vote, a new Metropolitan Rapid Transit Authority will be created in January made up of Atlanta and the four counties. Meanwhile, an Interim Study Commission for a Metropolitan Rapid Transit Authority will carry out preliminary planning for creating the new authority. The full rapid transit plan drawn up for the area by engineers would cost $300 million (RA, May 17, p. 46).

●

Katy seeks a lease

In a month or so, Katy hopes to be ready to go with a $19-million equipment-financing program with an unnamed equipment leasing company. The arrangement would cover 1,000 new freight cars—the major item in a $22-million improvement program announced earlier. Release of $4.75 million from a government-guaranteed loan has given the Katy its first big financial boost on the road to recovery (RA, May 24, p. 10). The road has already ordered 500,000 ties for installation this year, and has plans for big rail purchases.

●

Office of Arbitration established in Canada

A permanent Canadian Railway Office of Arbitration has been set up by Canada's two major railroads and four labor organizations to make binding decisions on disputes over interpretation and application of collective-bargaining agreements. Joining with Canadian Pacific and Canadian National in the program are the Engineers, Trainmen, Maintenance of Way Employes and Transportation and Communication Employees. Other carriers and other unions are expected to come under the new office later. CP, CN and the four unions agreed to set up the office in an arbitration pact signed earlier this year. The new organization replaces Canadian Railway Board of Adjustment No. 1, which was disbanded in February 1964 after being in existence for 46 years.

●

Some money from Washington for three-state planning

Federal grants totaling $518,330 were announced in Washington last week for interstate comprehensive planning in the New York-Connecticut-New Jersey area—with emphasis on transportation planning. The money, authorized by the Urban Renewal Administration, is to continue a program of comprehensive planning in the three-state area. The states will put up $259,170 toward the project.

MONDAY MORNING REPORT

Merger among the ops: A logical proposition

At first glance it looks like a courtship among the have-nots—the talks among three of the operating brotherhoods aimed at formation of one brand-new organization to do the job the three now do individually. But a closer study of the proposal—set up by the Firemen, the Conductors and the Switchmen—indicates that it may be both a logical move and, more significantly, one with a better-than-fair chance of success.

'Prepare for the future'

Chief executives of the three unions emphasized that the talks are exploratory. But they call the discussions "a significant step forward in preparing the existing organizations for the demands of the future, especially in light of the constantly declining employment opportunities among all crafts in the railroad industry. Our sole purpose in initiating this procedure is to see whether a new organization could offer a high level of representation for men in the operating crafts while achieving important economies."

No feuding or fussing

In time past, various attempts have been made to consolidate the operating brotherhoods—and the recent history of such attempts has been a uniform story of failure. The Firemen have been turned down by the Engineers on several almalgamation proposals, the Conductors vetoed a plan for merger with the Trainmen. And the atmosphere for consolidations of this sort certainly hasn't improved over the past year or so, what with the increased representation rivalry that has cropped up. That's where some of the logic of the BLF&E, ORC&B, SUNA proposal comes through: each of the three draws its membership from a different class of employee and there's no background of feuding such as there is with the BLF&E and the BLE, or the ORC&B and BRT. Further, the chiefs' decision to study formation of an entirely new organization seems to recognize the difficulties uncovered in the past in attempts to merge one union into another, with consequent surrender of identity and a likely blurring of jealously-guarded craft and class lines.

The big factor—A matter of economics

It's far too early in the going to hazard any guesses as to how the brothers' conferences will develop. There is as yet, no timetable for the talks, and the impression is that the three men on the study committee will set their own pace. Perhaps the biggest plus which the three unions have working for them is the apparent realization that splinter organizations just aren't economic anymore, that consolidation may offer the best (maybe only) hope for maintaining effective unions and providing effective representation.

A pioneering role

This is essentially what the railroad industry itself knows well—that properly conceived and executed consolidations can give a powerful boost to efficiency at the same time that they create a stronger economic base. It's a fact that the rail unions generally seem to have ignored—both in their own refusal to merge and in their sometimes bitter opposition to mergers in the industry. Now, however, at least three of rail labor's more-than-twenty organizations seem to have come around to a more business-oriented way of thinking. They could show the way.

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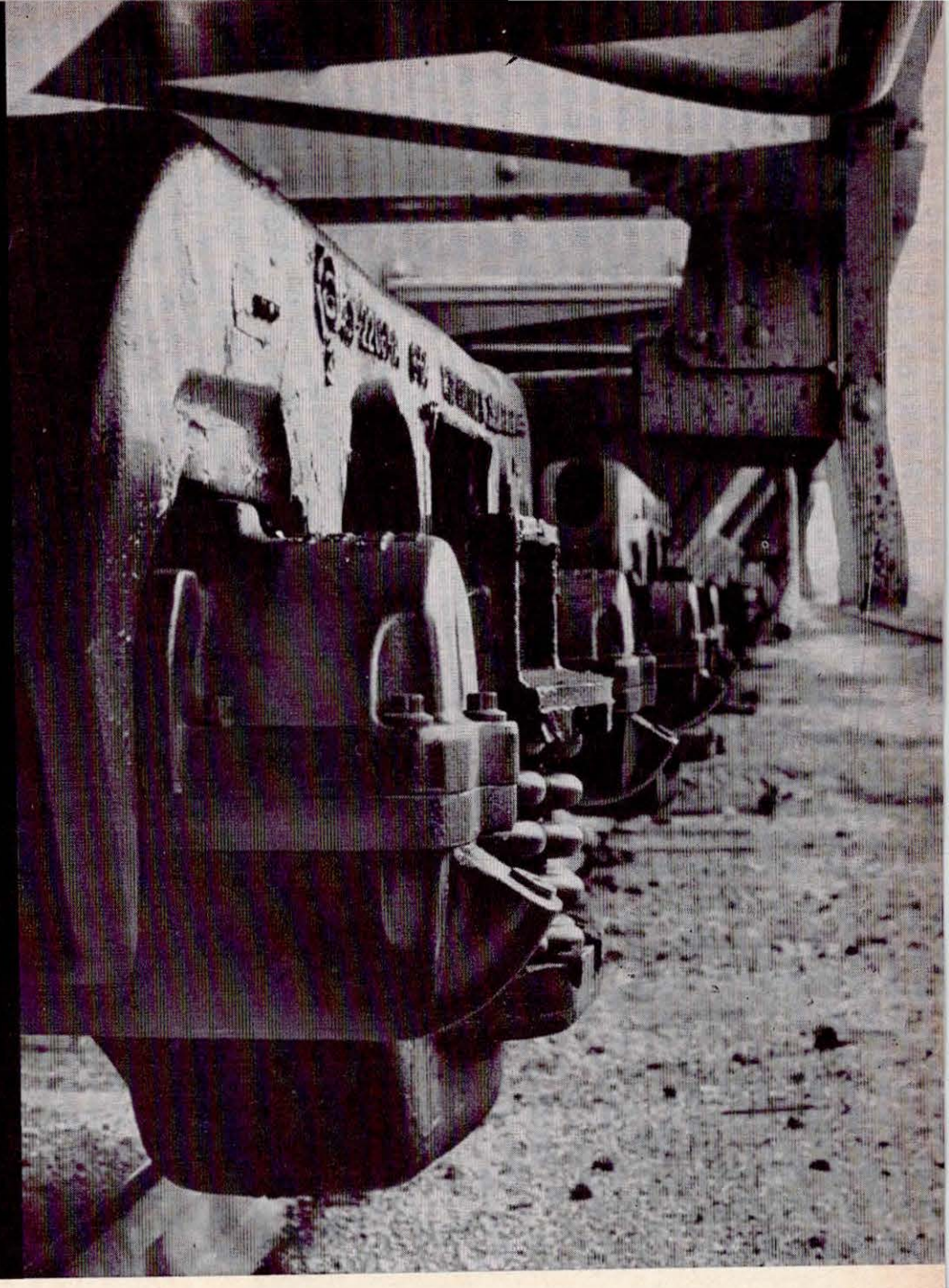

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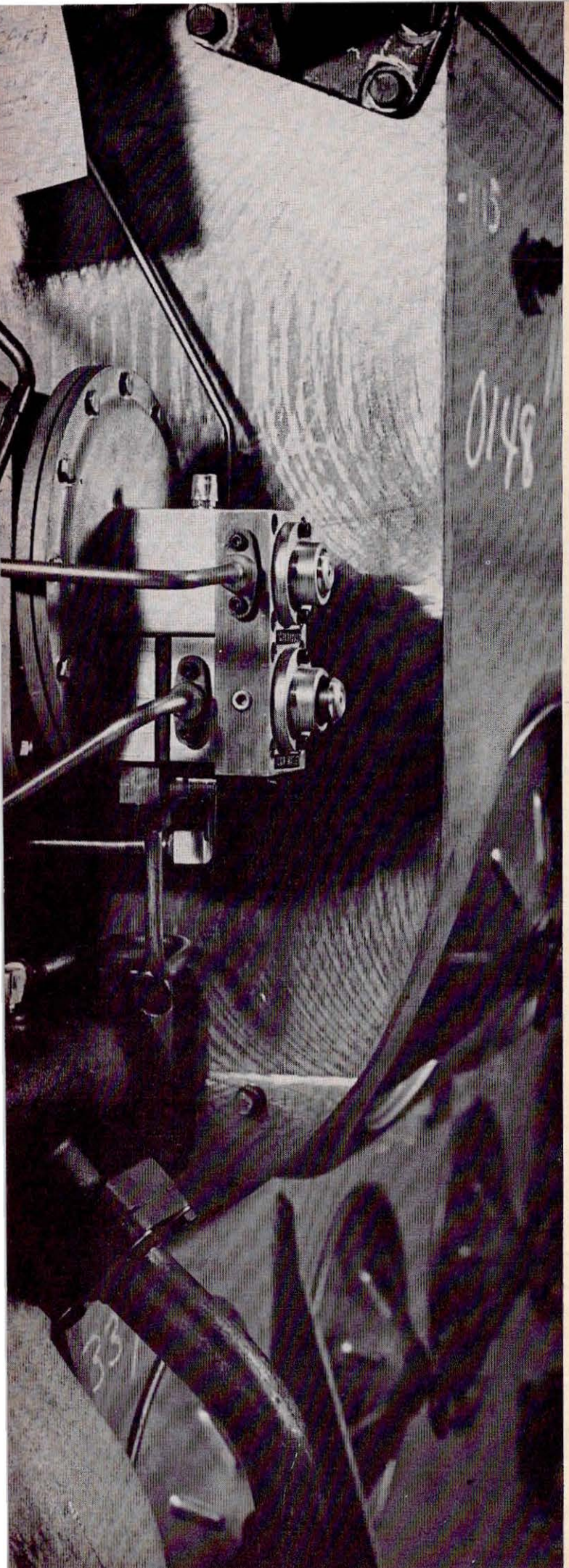

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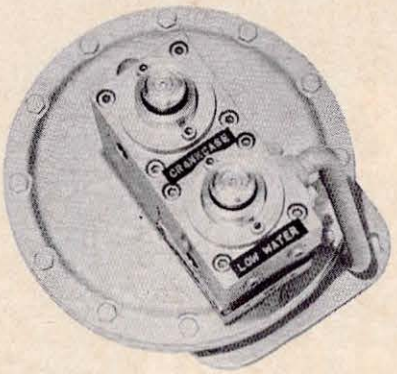

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Verdict near in CN case on run-throughs

The decision in the Canadian case could have far-reaching effects on both sides of the border. A key issue: The right of management to manage.

Decision-making time is drawing near in Canada—for perhaps the most important management-labor decision since the fireman-off rulings and agreements of the late 1950s.

This time around, the issue is the run-through—interdivisional runs. On opposing sides are Canadian National and three of the operating brotherhoods, the Engineers, Firemen and Trainmen. The decision-maker—or at least the man whose ruling will have major impact—is Samuel Freedman, justice of the Manitoba Court of Appeal and the man named as a one-man Industrial Inquiry Commission to hear the dispute.

The case began shaping up more than two years ago, when CN announced plans to work out interdivisional runs between Jasper, Alta., and Winnipeg, Man., with elimination of certain intermediate terminals. The three operating unions fought back, and the proposal was shelved for the time being. But in October of last year, CN moved to run-through two terminals—Nakina and Wainwright—and about 2,800 engineers, firemen and trainmen promptly booked sick. The ops' epidemic lasted just a day, before the minister of labor appointed an Industrial Inquiry Commission and appointed Mr. Justice Freedman to handle the job.

● **The study's made.** From early this year until early in May, hearings were held. Indications are that the Commission decision will come late in June or early in July. And, while the recommendations will apply only to the CN case, they could have more wide-ranging effects, not only in Canada but also in the United States—where interdivisional runs are now a matter of negotiation and mediation growing out of the 1959-64 work-rules dispute.

The Freedman Commission had the specific task of investigating the factual situation regarding the run-throughs and the industrial situation arising from them. But the recommendations are also expected to be pertinent "for general application to similar situations arising in the future."

Unions make fast start

The three unions made their point known early. Maurice Wright, who is attorney for the brotherhoods, called the situation "a clear case of poor labor relations on the part of CN. The abrupt and unilateral action caused an undercurrent of fear and insecurity to suddenly disrupt the lives of employees, their families and their communities."

As Wright saw it, "the concept that management can unilaterally disrupt, at will, the lives of employees, their families and their communities, is alien to our society. Employees are entitled to a voice in management's decisions which affect the very structure of their lives."

● **CN has an opinion.** Canadian National denied the charge. "When we attempted to implement extended crew runs," one railroad spokesman declared, "we acted in strict accordance with our right to make and implement such a management decision. We did not violate any applicable law or collective agreements with our employees. Further, the plans advanced by management to initiate these extended crew runs were responsible and reasonable and took into account the legitimate interests of the employees concerned, in accordance with established corporate policy.

"I do not think anyone will seriously dispute the proposition that management has the responsibility to manage the enterprise. Responsibility must carry with it 'authority,' including the right to make decisions and initiate action. It alone has the responsibility for the employment of capital and for the results achieved. This it cannot share with the employees or anyone else."

Pretty soon, the nature of contracts came into dispute. CN pointed out that, with an examination of agreements and a recollection of how they came into being, "it is clear that the employee-employer relationship is not and was never intended to be spelled out fully in these documents alone. . . . This relationship is a combination of all that is said in the agreements together with that which is implied as a result of the manner in which the agreements began, plus the customs and usages which have grown up around the employee-employer relationship over the years."

● **What's necessary?** CN pointed out that "it has never been necessary to set out in these [contracts] that management has the right to manage its property. . . . The custom over the years has been for management to conduct the operations of the company

WATCHING WASHINGTON WITH WALTER TAFT

TAFT

• **THE NEW SECRETARY OF COMMERCE,** John T. Connor, is a real pro in his role of selling Commerce programs to Congressional committees. This was evident in his recent pitches for legislation which would authorize the Department to carry out President Johnson's plan for the development of high-speed railroad passenger services.

The pitches were made to the Subcommittee on Transportation and Aeronautics of the House Committee on Interstate and Foreign Commerce, and to the Senate Commerce Committee's Surface Transportation Subcommittee. These Subcommittees have the authorizing legislation under consideration. It must be cleared by them and their parent committees before coming up in the House and Senate. Its passage is a prerequisite to the obtaining of appropriations to finance the project. The project is set up as a national program, but the initial demonstrations will be in the Northeast Corridor which extends from Washington to Boston (RA, May 31, p. 8 and June 21, p. 49).

CONNOR made hits with both Subcommittees. Obviously, he had done his homework. His presentation was concise and lucid, and he had concise and lucid answers to most questions raised by subcommittee members. Only a few technical questions were passed to members of his staff, who were also ready with the answers.

THE SECRETARY knew when to agree with committee-member suggestions that the authorization bills might be improved by amendments. And he knew when to hold out for retention of language considered essential by the Department.

QUESTIONS WERE RAISED, in the former connection, as to whether some provisions of the bill might be broad enough to permit government operation of railroads. Connor readily agreed that such provisions should be tightened to preclude any such interpretation. He also agreed that a three-year limit on the duration of the project would be reasonable.

PROVISIONS Connor wanted to retain include those which would waive the competitive-bidding requirements applicable generally to awards of contracts by the federal government. The Secretary explained that competitive bidding would be impractical where specific facilities were needed for a demonstration, or where a particular organization or educational institution was best equipped to do a research job.

COLLOQUY AND REPARTEE with the Congressmen were other areas in which Connor held his own. His appearance before the Senate Subcommittee was the occasion for a speech by Senator Vance Hartke (D.-Ind). The Senator complained about what he calls Congress' failure to do as much for the Middle West as it has done for other areas—especially the Northeast.

NO COMMENT "from me would be appropriate," Connor replied blandly. Whereupon, the Subcommittee's chairman, Senator Frank J. Lausche (D.-Ohio), said Senator Thruston B. Morton (R.-Ky.) had been mumbling "What about Kentucky"? Morton denied this, saying "we raise horses in Kentucky." Meanwhile, there had been talk of Commerce's plans to look into such things as tubular carriers and air-suspension systems. So, Connor thanked Morton for a "major contribution"—since, "up to now, we hadn't considered race horses as a means of expediting ground transportation."

and initiate changes. From time to time, some point may become contentious, so that it is raised at contract time. The point may be raised by labor or management. Agreement is reached on it, and the point is set out as a clause in the contract or else the contentious point is abandoned and things go on as they were before."

Canadian National also noted that it "has no desire to make changes which affect employees without discussing such matters with union officials. However, when these officials will not discuss such matters with us unless we agree to 'negotiate' our proposal to make such a change [as the extended crew runs], then we cannot allow this difference of attitudes to result in management's being unable to implement its decision. This is what occurred in the Nakina and Wainwright situations, resulting in an unlawful strike."

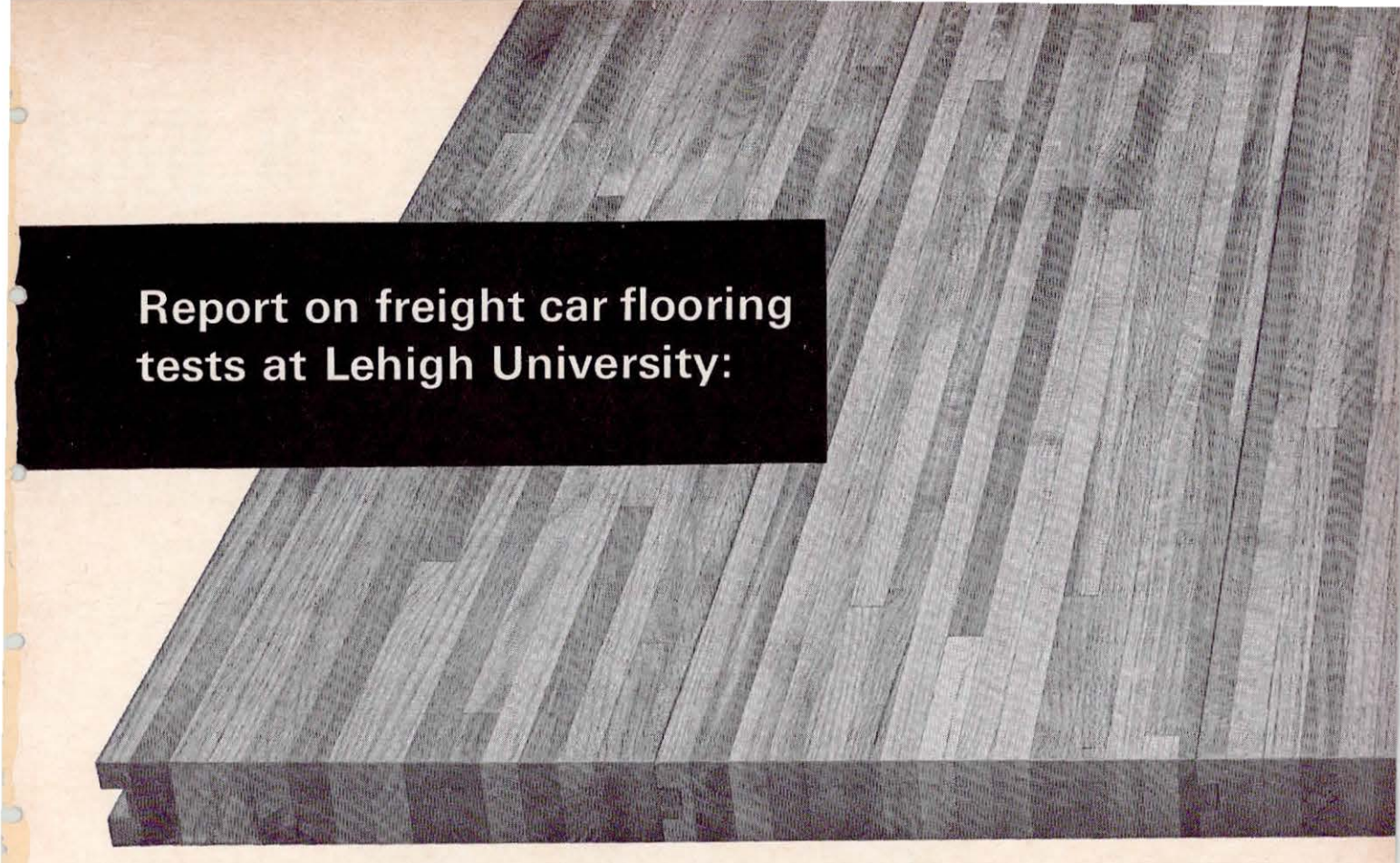
• **Luna speaks out.** The unions weren't long in replying. And it was the reply of Charles Luna, BRT president, that made perhaps the greatest impact. Luna differed, down the line, with the CN view of contracts and contractual responsibilities. In a letter to all Canadian members of the Trainmen's union, he said the CN case involved "far more than run-throughs and could be a milestone in the labor movement affecting not only railway employees but also the entire labor movement."

As Luna put it, "the view generally advanced by employers . . . known as the 'residual rights theory' holds that management retains under a collective agreement all the rights and powers it had prior to the conclusion of the first collective agreement except those which it specifically and explicitly concedes in the agreement. . . . The opposing view held by labor denies any special status to management's rights over and above labor's rights. It maintains that once a collective-bargaining relationship has been established, an entirely new situation is present. Neither party can act unilaterally on matters of wages, hours or other working conditions."

Luna contended that the act under which Canadian management-labor relations are conducted is silent on the matter of changed conditions during the currency of a contract. This situation, he declared, "encourages management to withhold information on long-term plans and bring about innovations during the currency of an agreement."

• **What is a contract?** The BRT president summed it up tersely: "Contracts are signed based on conditions in existence at the time of signing. No attempt can be made to forecast the

(*Continued on page 74*)



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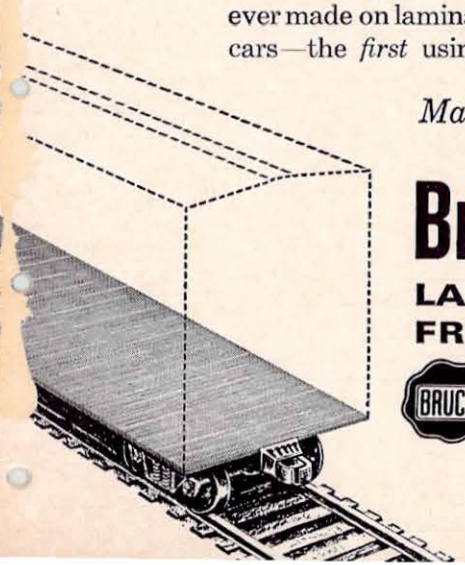

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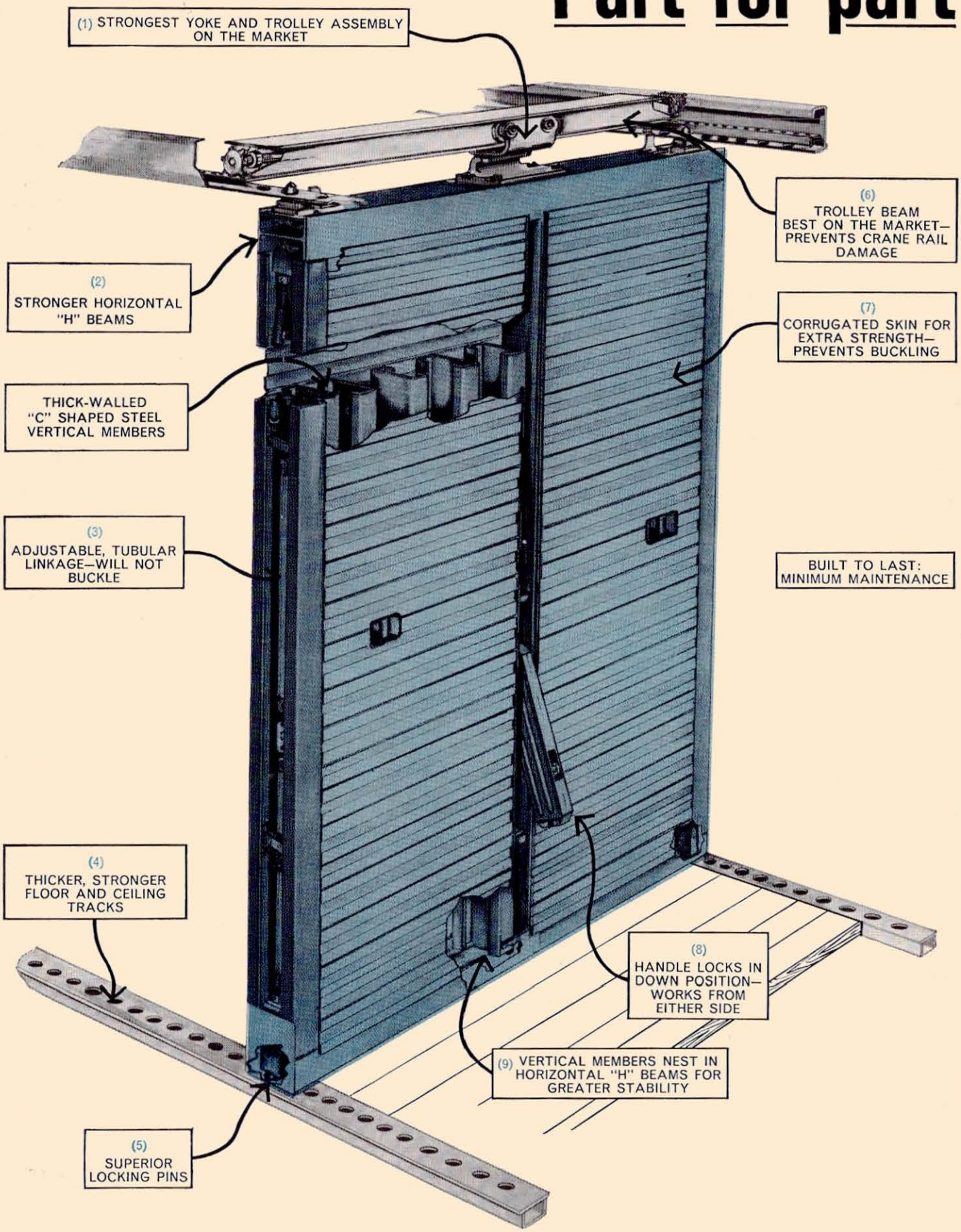
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In developing the DF-B Bulkhead, Evans ran well over 400 electronically instrumented impact tests, most under heavy load conditions. Evans is the only bulkhead manufacturer equipped with its own fleet of rolling laboratory freight cars for the purpose of testing and constantly improving its damage-prevention devices. We make *certain* that Evans DF-B Bulkheads are the sturdiest on the market.

Part for part, here are the reasons Evans DF-B gives you more bulkhead for your money.

1 YOKE AND TROLLEY ASSEMBLY is the strongest available, made of aircraft quality 4130 steel. Heat treated to 180,000 pounds tensile strength, every unit is Magnafluxed before, and again after, assembly to assure absolute soundness.

2 HORIZONTAL "H" BEAMS are of unusually strong (T-1 type) steel having a minimum 100,000 p.s.i. yield strength. Vertical members nest *inside* the "H" beams for maximum stability.

3 CONNECTING LINKAGE. All Evans end fittings of connecting linkage are forged and heat treated for high strength, wear resistance and long life. All linkage members are thick steel tubing, not flat strap stock which buckles easily. Evans tubular stock *will not buckle* in use. Unlike some linkages, Evans linkage is adjustable, providing positive corner-pin locking regardless of car variations.

4 FLOOR AND CEILING TRACK are thicker and stronger. Made of 3/8-inch thick steel 45,000 p.s.i. minimum yield strength. (In non-cushioned cars the steel is 1/2-inch thick.)

5 ALL FOUR LOCKING PINS (not just two) are forged. They're aircraft quality steel, heat treated to 187,000 pounds tensile strength. Magnafluxed after heat treat.

6 TROLLEY BEAM SUPPORT AND GUIDE is the strongest on the market. Evans purposely uses a single roller-and-cog-wheel at each end, not multiple-wheels which tend to cause crane rail damage.

7 CORRUGATED SKIN of extra strength prevents buckling, provides maximum protection for lading.

8 OPERATING LEVER locks in "down" position. It tends to lock itself, and stay locked, by gravity. It operates from either face of the bulkhead.

9 VERTICAL MEMBERS are thick-walled "C" shaped steel channels, not "U" shaped. Evans' exclusive turned-flange edge produces a much stronger bulkhead. Side members are made of 3/16-inch thick steel.

Let us prove how the greater strength and longer life of Evans *minimum-maintenance* DF-B Bulkheads can reduce your ultimate cost, and at the same time give you the best possible lading protection. Visit our plant. Examine our stress analyses. See an impact test!

For more information, write Dept. A6, Evans Products Company, 13101 Eckles Road, Plymouth, Michigan.

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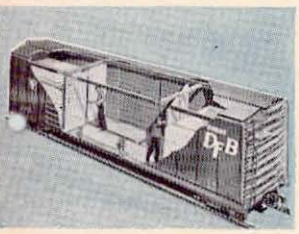
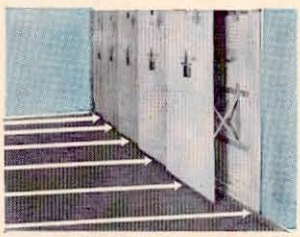


EVANS DF-B bulkhead braces lading securely to prevent damage in transit.



EVANS SIDEWALL FILLERS reduce car width, preventing side movement of lading.

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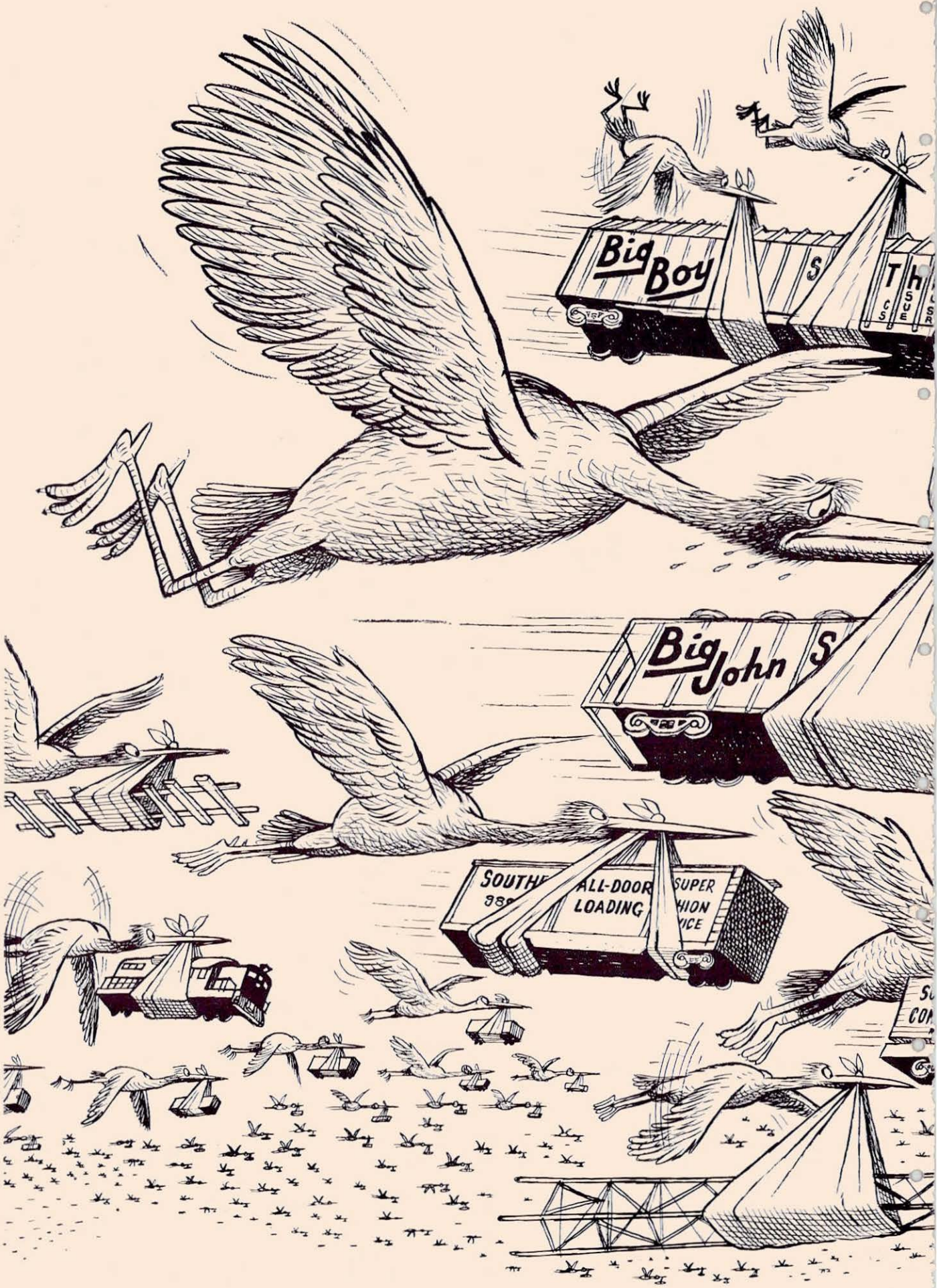
Plymouth, Mich., Canadian Rep., International Equip. Co., Montreal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Incidentally, railroads are the only agencies of transportation today that are even talking about reducing their charges, much less actually reducing them.

The families of America can save billions of dollars annually through lower prices for freight hauling . . . when Congress modernizes the antiquated regulations that are today roadblocks to efforts by enterprising transportation companies to *reduce* their freight charges.

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For development of Hydra-Cushion Underframes, the George R. Henderson annual medal was awarded by Franklin Institute to William K. MacCurdy, Stanford Research Institute, and William E. Thomford, Southern Pacific Company.

The cars above are just five of the many kinds of Hydra-Cushion* equipped cars now in service with 53 carriers.

Award-winning Hydra-Cushion Underframes give railroad cars the kind of cushioning carriers and shippers must have. Because they provide maximum protection against shock for both cars *and* lading, year after year, Hydra-Cushion Underframes protect the interests of both railroads and shippers.

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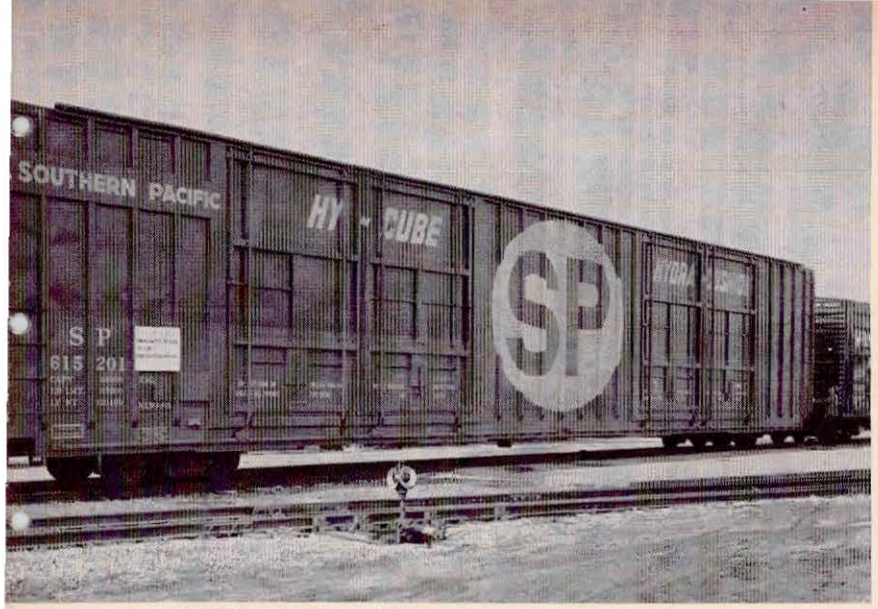
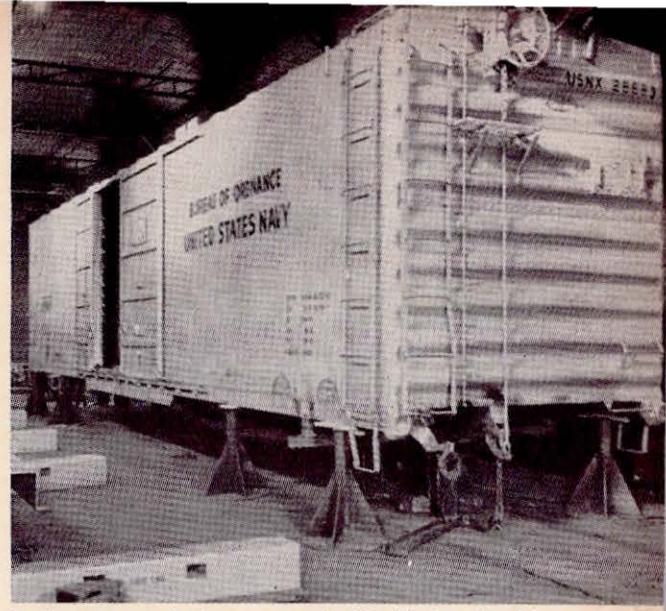
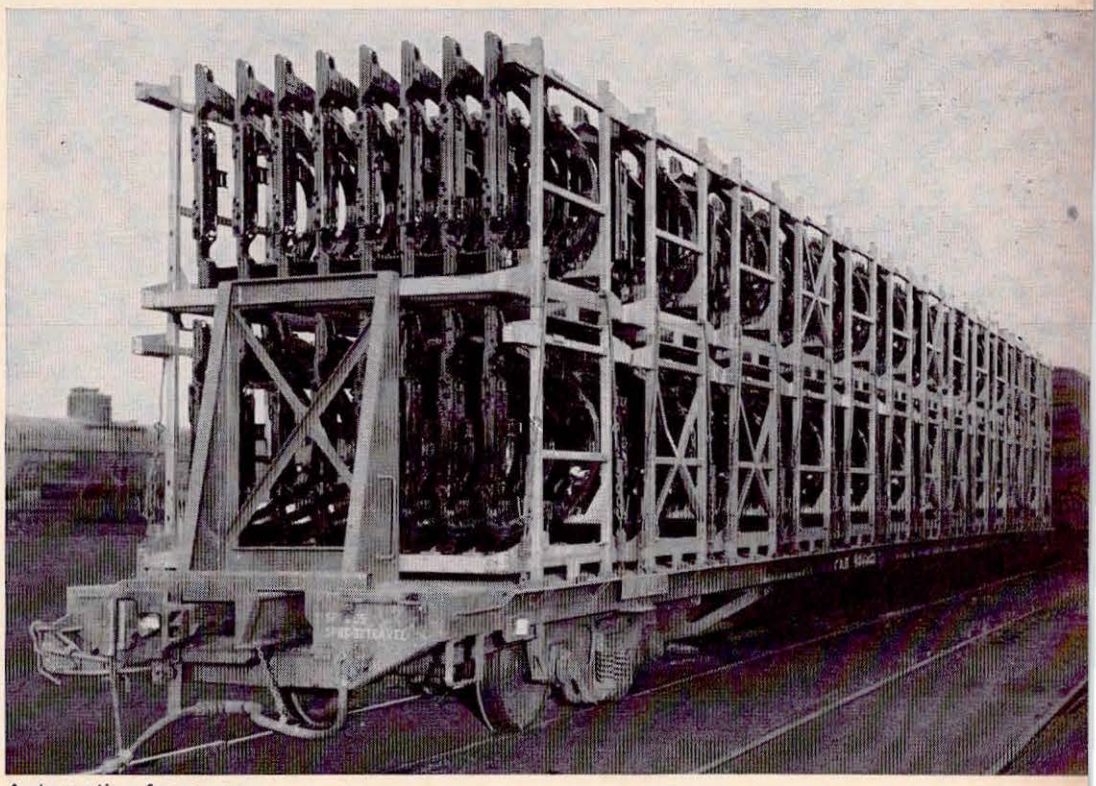


Hy-Cube automotive parts car



Ordnance car being converted to Hydra-Cushion



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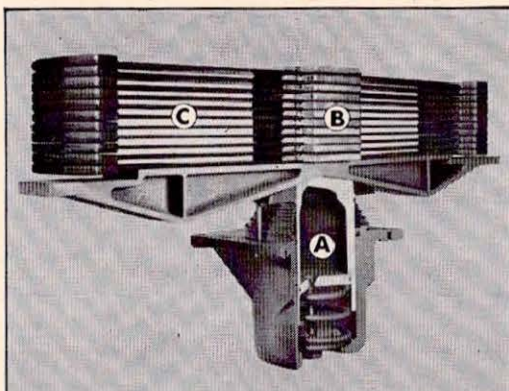
cushion cars and lading for 53 carriers!

Find out how award-winning Hydra-Cushion Underframes—the pioneer of modern cushioning devices—can protect your cars or lading. Write Hydra-Cushion Incorporated, Dept. **M-6,** 13101 Eckles Road, Plymouth, Michigan, 48170; or 332 South Michigan Avenue, Chicago, Illinois, 60604. Canadian Representative: International Equipment Company Limited, Montreal.

Reg. T.M. of Hydra-Cushion, Inc.



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The patented combination of hydraulic unit (A) and fixed and movable friction plates (B and C) in the Hydra-Cushion system multiplies the effect of oil pressure many times—obtaining maximum cushioning with low hydraulic pressures and avoiding the maintenance problems characteristic of high pressure systems. Its upright cylinder reduces possibility of oil dripping, and its short-travel reduces possibility of seal wear inherent in long-travel cylinders. Hydra-Cushion design minimizes curvature problems, coupling difficulties, and undesirable overhang.

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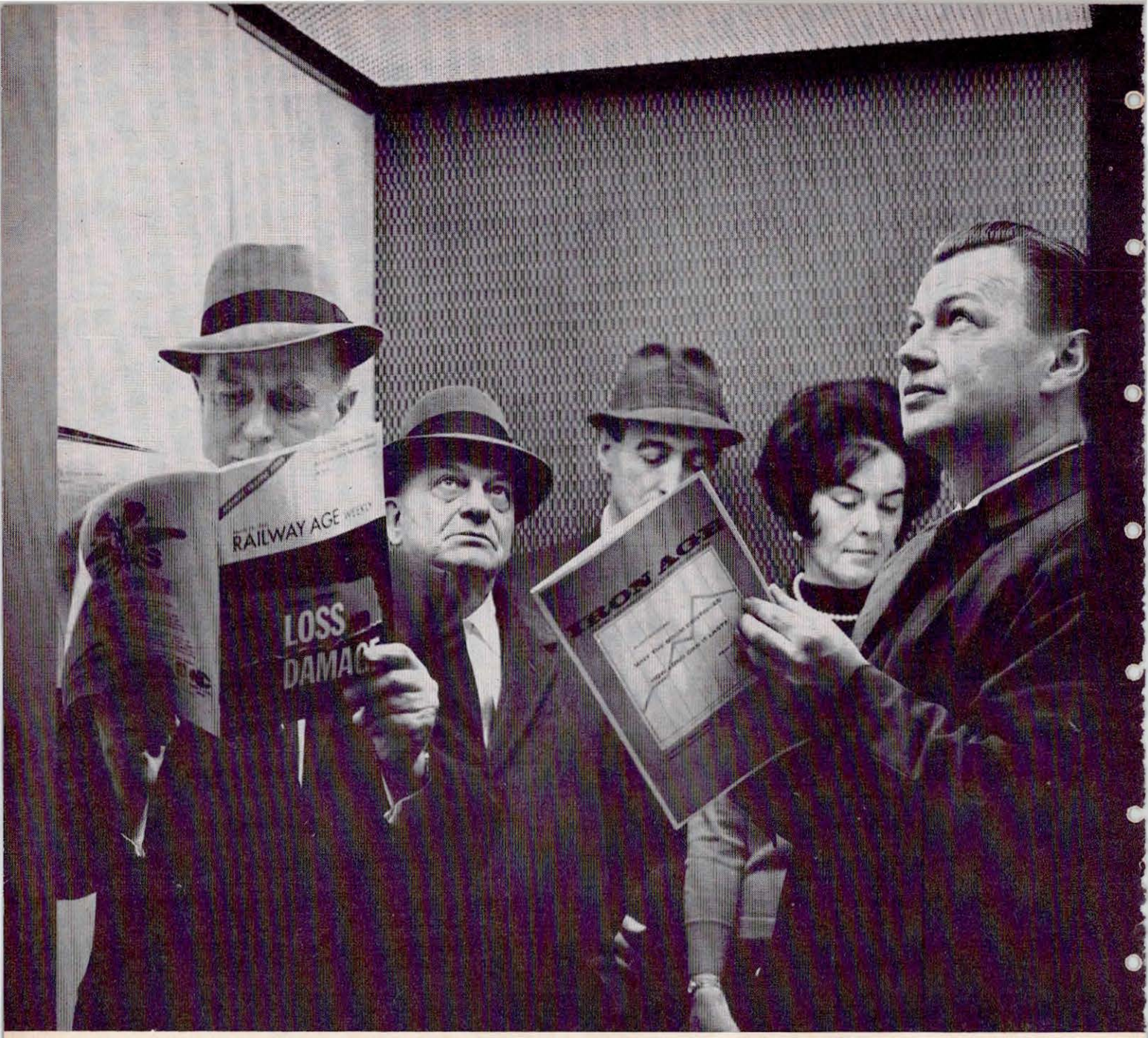

Busy men can't wait

That's why, in railroading as in metalworking, the basic management book is the weekly

- In Iron Age on June 17, metalworking executives were reading about: The latest survey on continued spending for new plants and equipment . . . record gains made by new orders as reported by the American Supply & Machinery Manufacturers' Assn. . . . the latest reports from Washington on the Conference on Dual Distribution and the Commerce Dept.'s action on U.S. standardization activities. In a business where news *is* business, busy men can't wait.

- In Railway Age on June 21, railroad executives were reading: An exclusive interview with Union Pacific's new president, Edd Bailey . . . reports on: the progress of the merger of Great Northern, Northern Pacific, and the Burlington . . . the feud of the Brotherhood of Locomotive Engineers and the Brotherhood of Firemen and Enginemen over the Hours of Service Act . . . the Housing and Home Finance Agency's $6.9 million grant to the Cleveland Transit System. In the railroad industry, too, news is business. And busy men can't wait.

The man who is making important decisions every day can't wait a month to find out what's going on.

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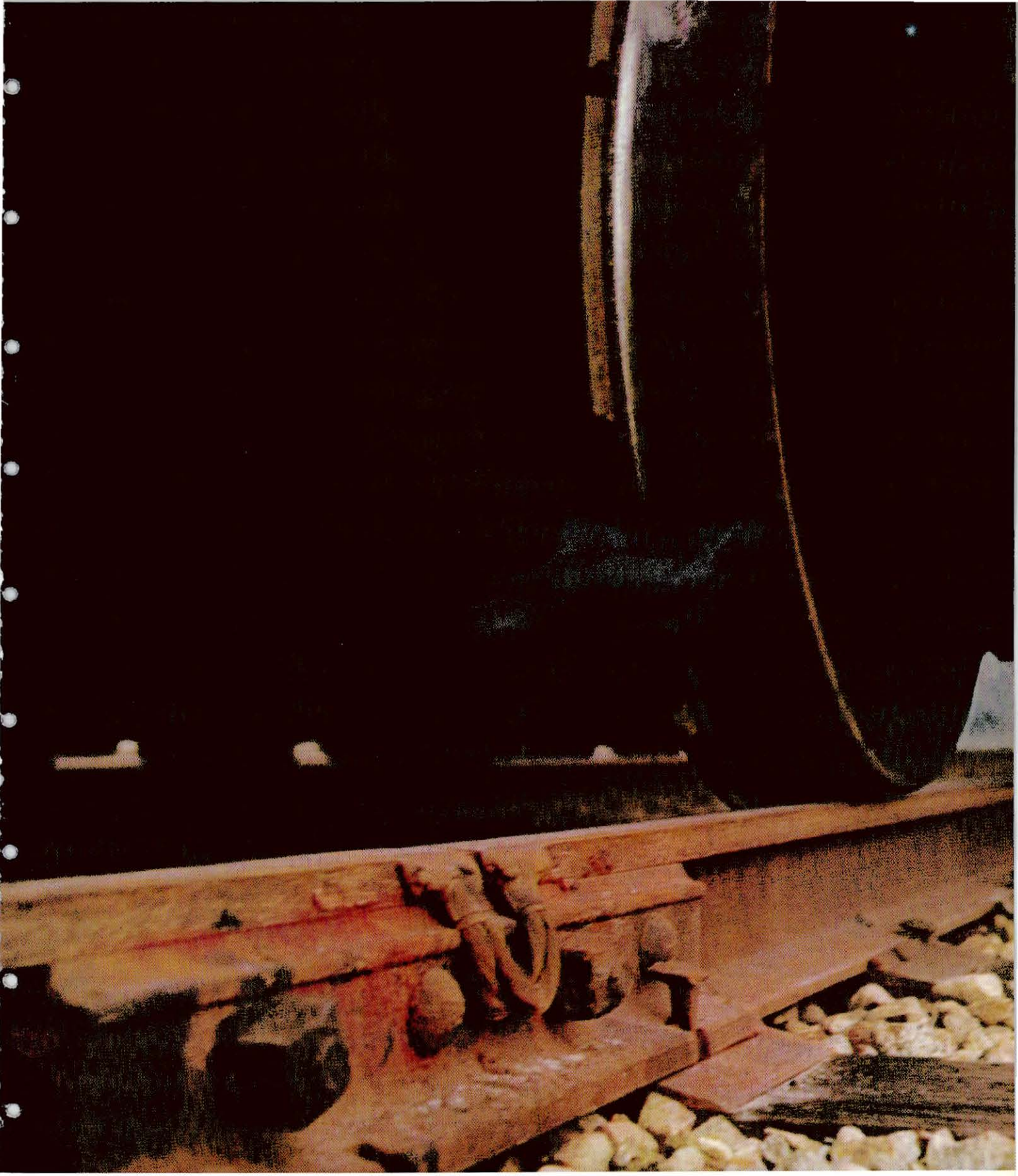


When you're kicking around the idea of buying your own tank cars, remember...

someday you gotta sell 'em. (And you can't turn the speedometer back.)

When you buy your own tank cars, you automatically put yourself in the used car business—and the car repair business, too.

But when you lease your tank cars from General American, the only business you're in is your own. And you save yourself a lot of time, trouble, and money.

When you lease from GATX, you never have to worry about selling your tank car when you're through with it. That's our problem, and we welcome it (we can find what potential users there are a lot easier than you).

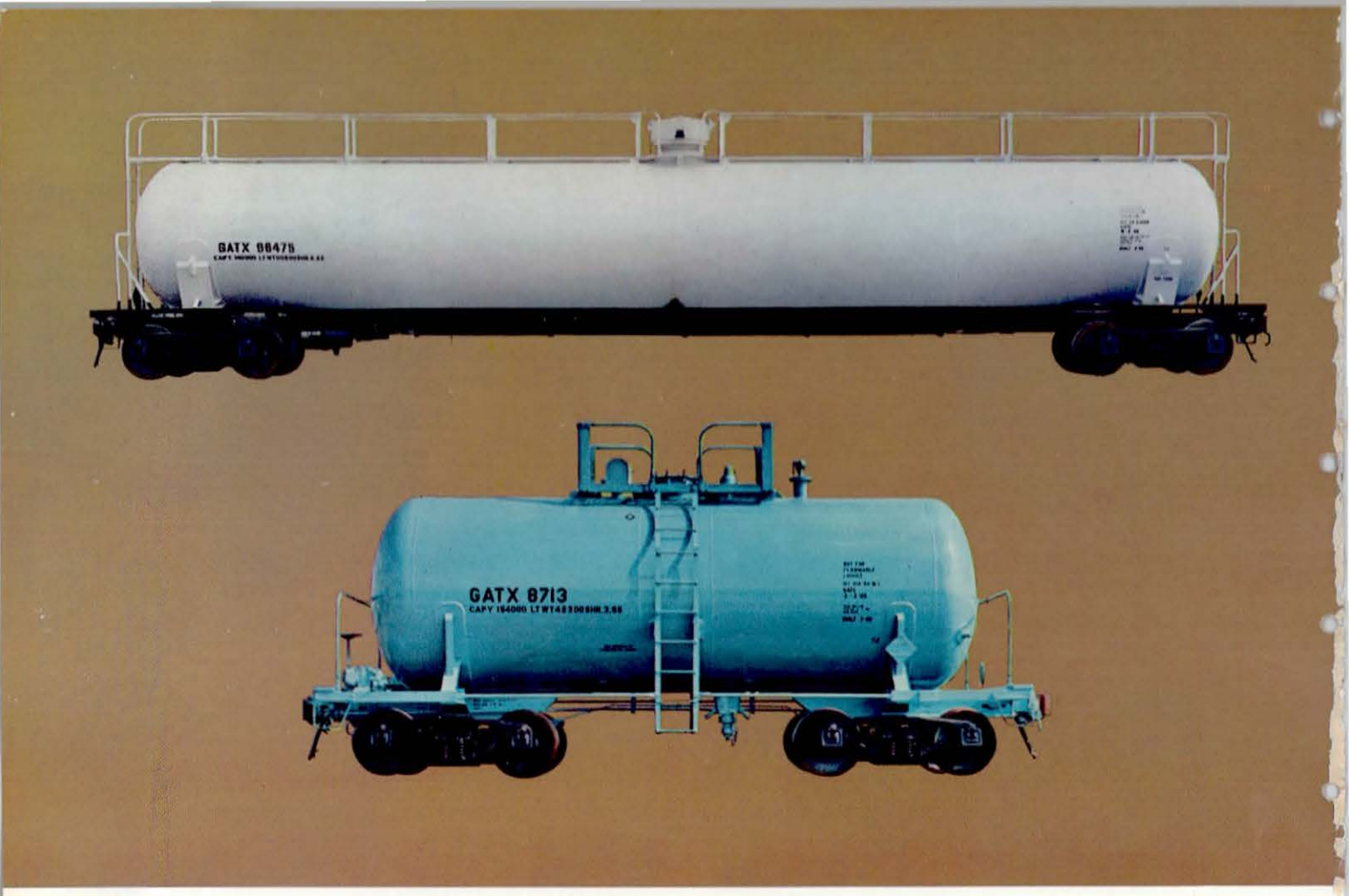
And when you lease instead of buy, you never have to worry about service and maintenance. That's our problem, too. And it's a problem we know a lot about. (You have to

when you service the largest most diversified tank car fleet in the business).

Remember. A tank car leased from GATX is yours for the life of the lease, not the life of the car. And as more and more modern innovations come along, you're in a better position to modernize your whole operation. You can even arrange to replace your older cars with newer models before your lease expires.

Don't buy yourself into the used car business. Take a look at leasing General American's new cars. There's been quite a turnover in tank car engineering in the past few years.

And for more about that, just turn over the page.



Take a look at the 65's from GATX.
And give yourself a new lease on life.

The life of a tank car is hard to predict. There are some on the road that are 20, 30, 40 years old. And while they might still be rolling along, you're not getting the same kind of useful life out of them you did when they were young. They're even carrying things that weren't in existence when the car was born.

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Their life is just beginning. And they'll be just that much better adjusted to the times.

C'mon in and take a look. Or write. Or call. We think you'll sell yourself. (After all, doesn't everyone want a new car?) Particularly when you find how easy it is to get them.

At GATX, trading up to the 65's is as easy as signing a new lease.

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To look it over, read the fine print, or sign up, just call:

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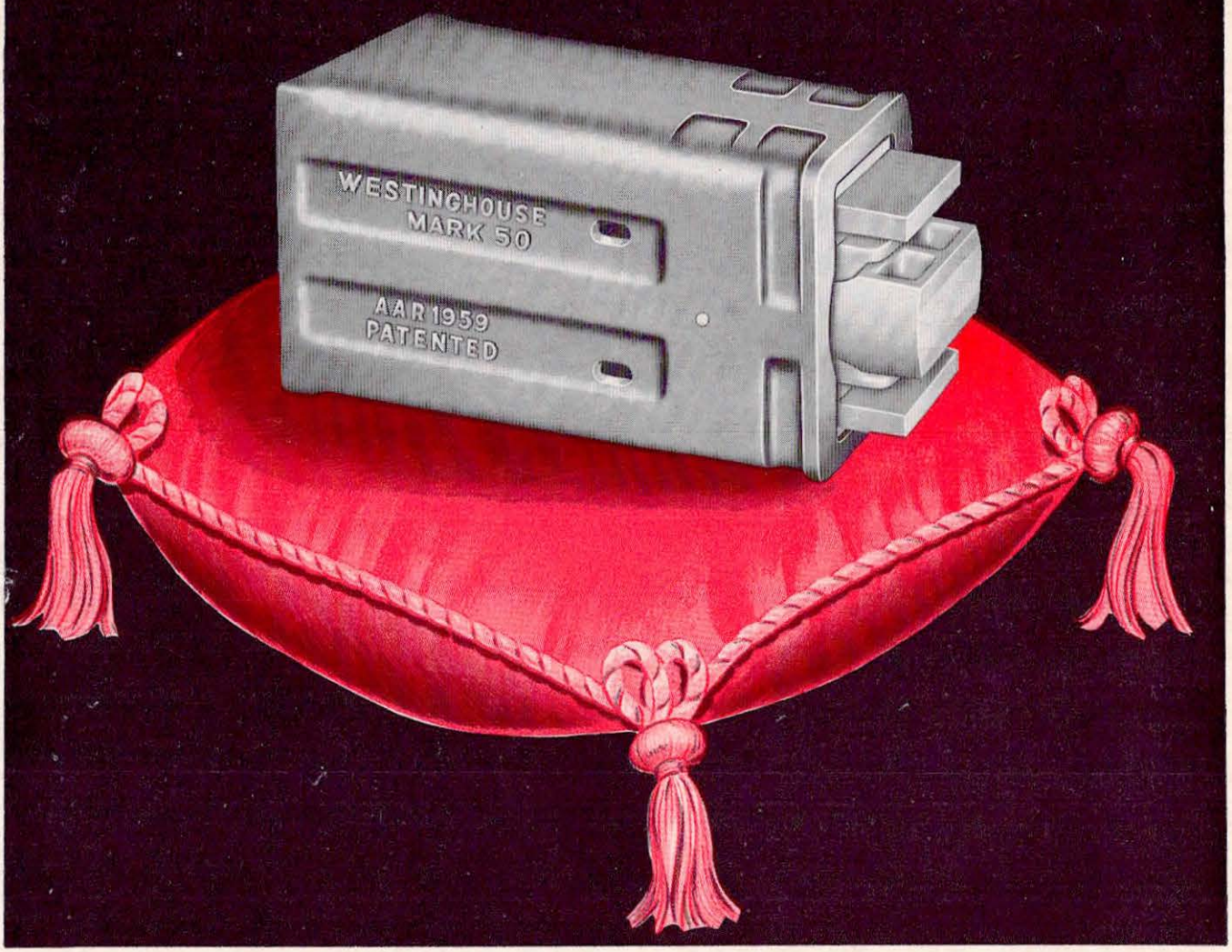

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It's the **first** friction draft gear awarded Unconditional Approval under A.A.R. Specification M-901E for high capacity gears (Certificate No. 41).

The A.A.R. wanted 36,000 foot-pounds capacity at a reaction force level of 500,000 pounds. The Mark 50 has it.

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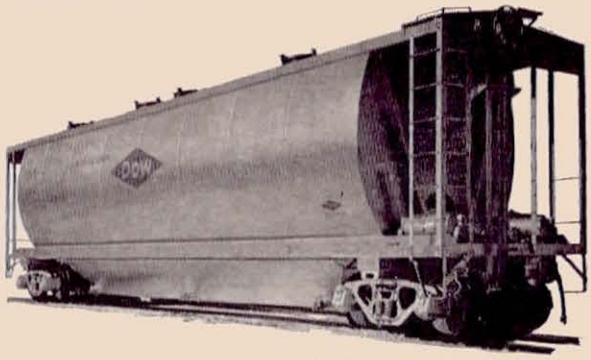


to steel coils

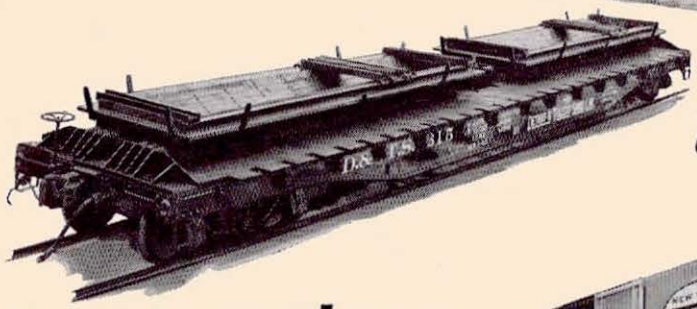
to automobile engines

move faster, with less handling

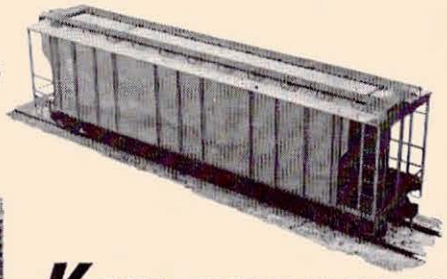
utilization may be here

to wheat

to chemicals



to salt



to stampings

Key cargoes

cost, in Greenville's newest designs.

Each of these Greenville cars came into being *to help someone move something from here to there* at lower cost. You should know more about them. They speed loading and unloading, protect lading from damage, incorporate the newest metals and specialty items, travel more miles with less maintenance and stay in revenue service longer. If you view railroading as a resurgent industry, headed into a new era involving new techniques and advanced, more profitable equipment, talk with Greenville about these cars. They can help you improve your profit picture.

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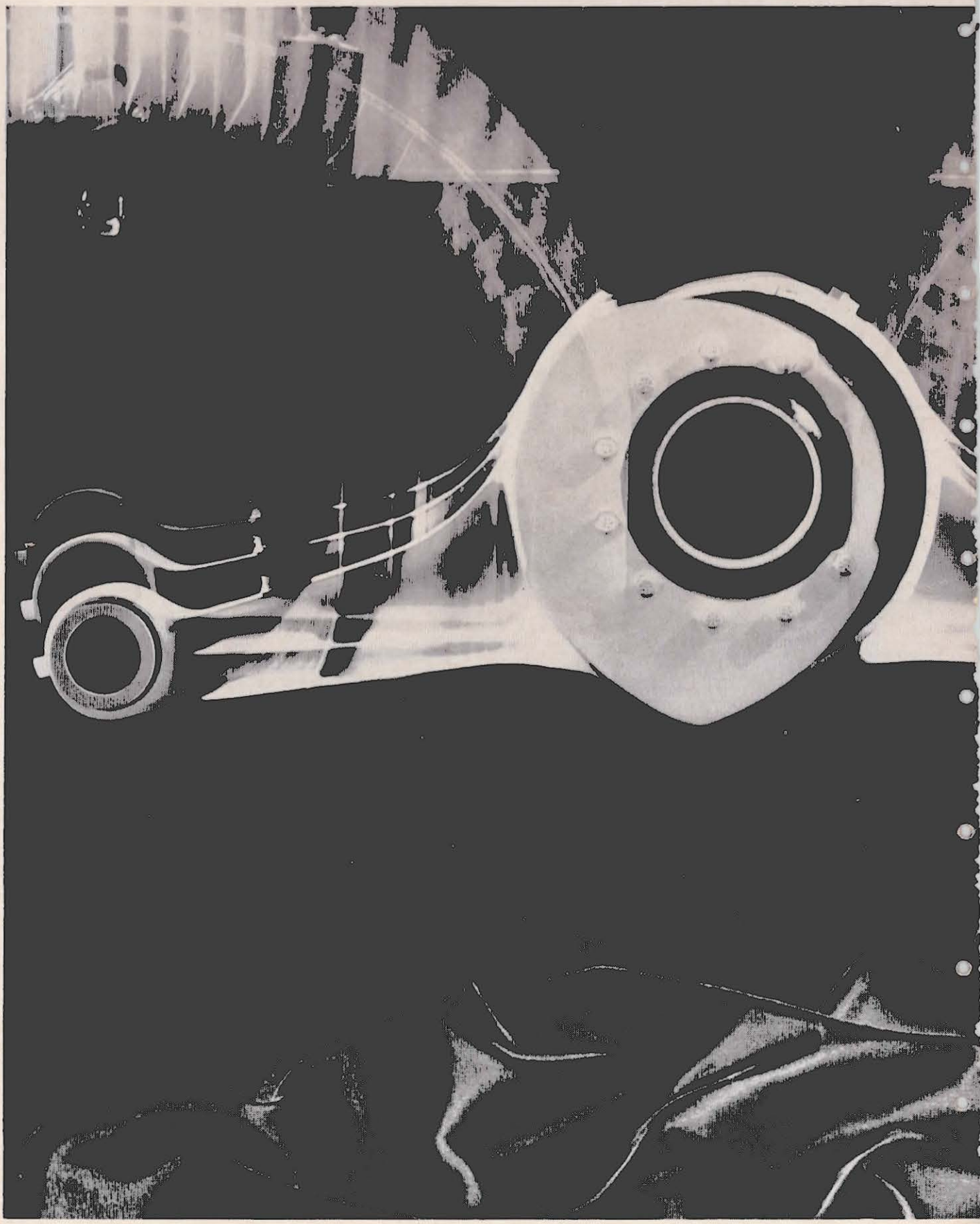
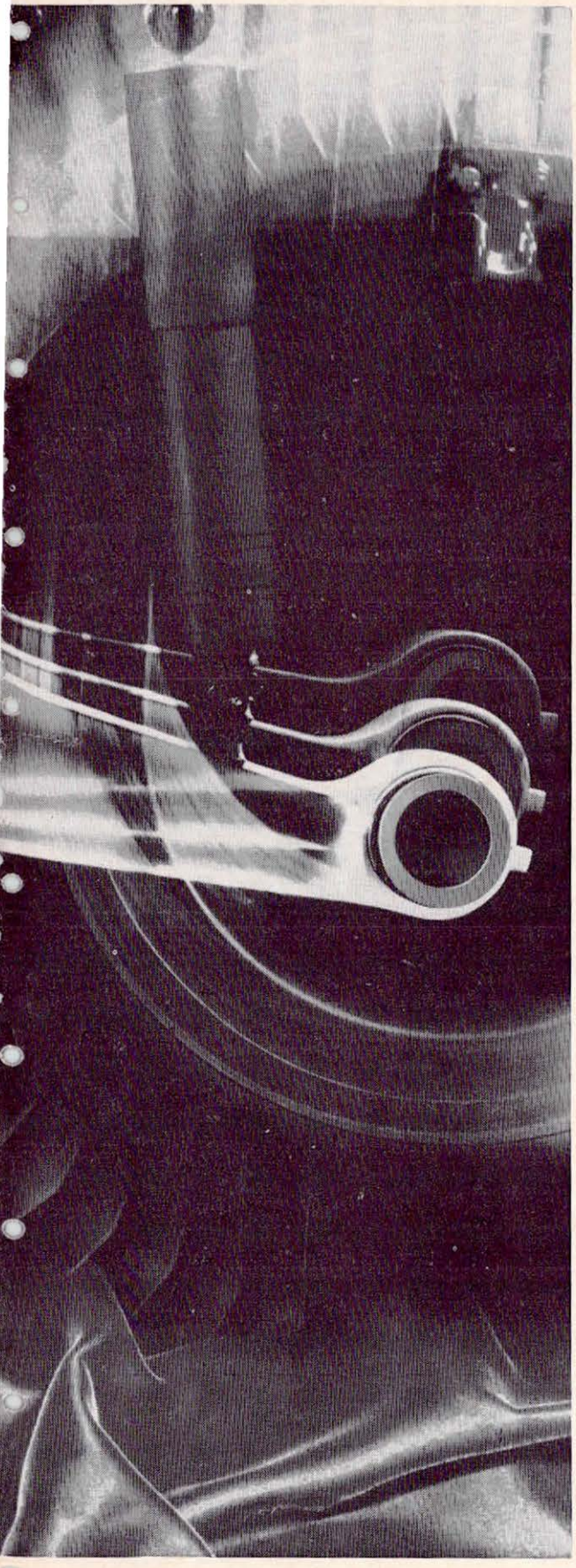


VELVET-RIDE*



A revolutionary new soft-ride tandem-axle truck suspension that benefits operators, shippers and drivers.

White Trucks' amazing new Velvet-Ride comes closer to pure passenger-car comfort, safety and stability than any other suspension system in the trucking industry.

Why?

Because it's the only suspension that bonds frictionless rubber springs to independently articulated arms, to ground the shock of a bump before it can reach the frame.

Bumps can't build up. Neither can resonance nor "machine-gun bounce" which really clobbers drivers, cargo and equipment.

More benefits: maintenance costs on tractors and trailers are sharply reduced, while the self-steering characteristic of Velvet-Ride lessens wheel scuffing on turns and adds thousands of miles to tire life.

In fact, users have told us that the new White® suspension system is the greatest advance in truck comfort, safety and cargo security since the invention of the pneumatic tire.

If you want to cut cargo losses, reduce equipment maintenance, help drivers do a better, safer job, why don't *you* try a White truck with Velvet-Ride?

Chances are, your business, too, will run a little smoother. White Truck Division, Cleveland, Ohio 44101.

**Velvet-Ride is White's trademark for the Willetts patented suspension.*

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DIVISION OF WHITE MOTOR CORPORATION

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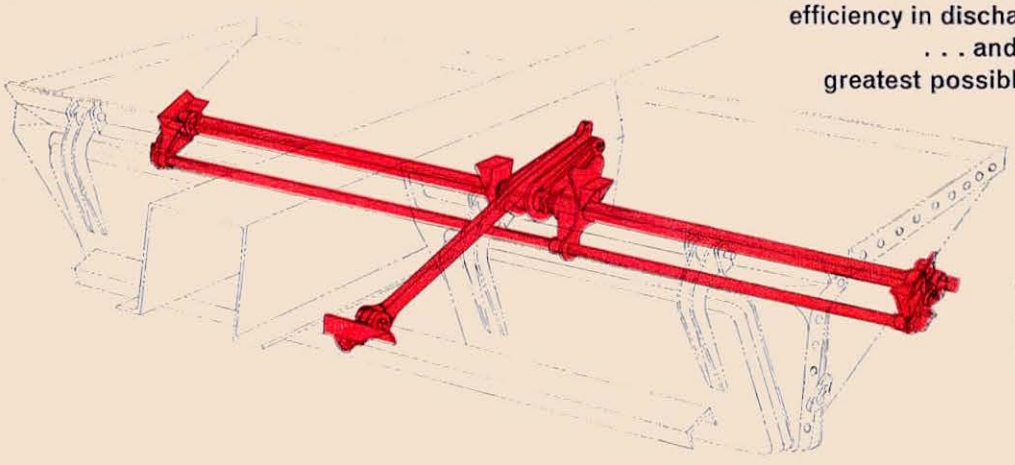
. . . and now make it possible for you to answer today's demand for higher utilization of your hopper cars in integral trains . . . new, lower cost all-steel design Type D Latches—applicable to your general service standard hopper cars . . . suitable for 1-man operation of the doors in pairs from either side of the car . . . assure maximum safety, speed and efficiency in discharging coal or other bulk ladings . . . and allow fast turn-around and the greatest possible utilization of your equipment.



Type D Door Latches also provide for tight doors and maintenance-free operation . . .

. . . before adding any more cars to your fleet, take the time now to investigate Type D, the finest open hopper door latches available in the industry today—you'll be glad you did!

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CLEARED TO PROGRESS P R I MEMBER

Do you approve the railroad proposal for a $25 penalty charge for failure to clean cars after unloading?

Yes	*51.5%*
Yes, with reservations	*9.1%*
No	*36.4%*
Uncommitted	*3.0%*

If not, what other remedy or remedies would you suggest to overcome the "dirty car" problem?

(Answers to this question appear in the article below.)

Shippers split on 'dirty car' penalty

They recognize seriousness of situation and need for solution, but fear the railroad proposal involves too many difficulties.

On a straight "yes and no" basis, shippers answering this month's Traffic Poll give about 3-to-2 support to the pending railroad proposal for a $25 penalty for failure to clean cars after unloading.

But examination of individual replies indicates that opinion is much less clear cut than the absolute figures indicate. There are conflicting cross-currents of thinking on both sides of the question. Affirmative voters express serious reservations as to the fairness of any flat charge, and the possibility of enforcing it without discrimination. Negative voters, on the other hand, recognize the seriousness of the "dirty car" problem, and agree that "something must be done" to correct it. Men on both sides suggest that the railroads, if they furnish dirty cars for loading, should make an offsetting payment or allowance to shippers.

● **'Only way.'** Some affirmative voters describe the proposed penalty as "long past due" (R. F. Hogan, traffic manager, Warner Co., Philadelphia); or as "the only remedy" (A. D. Ott, TM, National Castings Co., Cleveland). "It seems drastic, but other approaches have failed," says S. L. Parker, TM, Pacific Lumber Co., Scotia, Cal. "This has been on the docket of the advisory boards for years — without successful results. Let's recognize that a penalty charge is the answer, and get on with it," agrees W. G. Koplin. TM, Salt Lake Hardware Co., Salt Lake City. He adds, however, that "what constitutes a clean car must be clearly defined." G. H. Cunningham, general traffic manager, Sterling Drug, Inc., New York, concurs that "everything else appears to have failed." But he, too, sees "at least two problems: adequate definition and policing without discrimination."

E. F. Lodge, Jr., director of traffic, Atlas Chemical Industries, Wilmington, Del., thinks "the penalty, properly policed and disregarding reasonableness, should be a boon to shippers who have cooperated previously." And T. L. Lundeen, assistant director of traffic, Youngstown Steel Door Co., Youngstown, Ohio, calls it "the most logical solution to the dirty car program." But, he warns, "it will work only if strictly enforced."

● **What's 'clean'?** Voters on both sides of the basic question are troubled by what constitutes the definition of "clean," and who makes the decision.

"I anticipate much haggling, regardless of what guidelines are laid down by the railroads," says R. J. Yager, corporate manager of traffic, Lily Tulip Cup Corp., New York.

"Interpretation of what is 'dirty' will vary," in the opinion of J. G. Manning, traffic manger, Western Wood Products Association, Portland, Ore., "depending upon whether the car is released at a competitive point or at a single-line location. There are many degrees of 'dirty.' In some cases it might be more economical to clean a warehouse of debris for $25 by loading it into a box car than to pay for garbage disposal."

E. W. Olson, TM, Vermont Marble Co., Proctor, Vt., points out that his company often receives "rough quarried blocks of imported marble or granite in gondola cars which have on the floor debris that does not hamper loading such blocks." He agrees that his company should be responsible for removing dunnage necessary for the blocks themselves, but not for cleaning out debris from previous loads.

Somewhat the same point is made by Oliver Plymate, TM, Butler Welsh Grain Co., Omaha. "A penalty for a consignee leaving a car in dirty condition, or dumping his warehouse junk therein after unloading is a good idea. But, in the carriers' proposal as it is now worded, a consignee could be penalized as much for a nail with a piece of paper hanging on it as for dumping all the junk in their warehouse in the car . . . Let's have a line drawn, and some definition as to what constitutes a dirty car and what is not the responsibility of the consignee."

In much the same vein, W. L. Bush, director of transportation, Weyerhaeuser Co., Tacoma, Wash., asks who will decide the degree of dirtiness. "How can carriers administer a $25 charge for a car with a few scattered pieces of dunnage as compared with one filled to the roof with debris? If a receiver is to be charged $25 for minor debris, will he go ahead and fill the car with debris from other cars?"

● **Who'll police?** Such questions lead other shippers to ask, as does C. W. Fisher, TM, Farm Bureau Milling Co., Hammond, Ind., "who would have responsibility to determine if a car was considered clean or dirty and subject to the $25 charge?"

"Assessment of the charge without discrimination would be difficult," in the opinion of E. F. Majeske, general traffic manager, Swift & Co., Chicago. "Arguments would develop over the degree of cleanliness. Even where cars might be adjudged unclean by reasonable people for certain types of lading, the $25 charge could be exorbitant because the amount of cleaning could be negligible."

● **No difficulty.** Other shippers,

Shippers suggest remedies in lieu of penalty

however, see no particular problem in enforcing a penalty.

"Destination agents know consignees who are in the habit of turning dirty cars back to the railroad," suggests F. L. Thomas, traffic manager, Wisconsin Canners Association, Madison. "Inspection should be made when the car is made empty, and if it is not clean it should either be placed on demurrage or a bill presented to the consignee."

G. O. Wilson, general traffic manager, Gamble Skogmo, Inc., Minneapolis, "knows there will be many arguments as to how the penalty can be policed without undue discrimination. But this type of charge, when published in a tariff, is no different than other terminal or accessorial charges which also can lead to discrimination if not properly administered by the carriers."

F. T. Day, TM, Warner & Swasey Co., Cleveland, beleves "railroads should not pull cars from industrial sidings until the cars have been cleaned; demurrage should be assessed until the car is clean and ready for movement."

● **'Ship dirt.'** A still stronger suggestion comes from P. D. Walsh, GTM, Celotex Corp., Chicago:

"The bill of lading should be amended to specifically state that the contract of carriage has not been completed until the consignee has removed all materials from the car or truck. Release or attempted release of a car or truck which contains debris, dunnage, packing material, etc., will constitute a 'shipment' subject to the carload switching charge, local cartage charge, or LCL/LTL rate—whichever is higher. The carrier agent should be empowered to demand a bill of lading or shipping ticket before removal of the car or truck, with a continuing penalty of detention or demurrage until the contract terms of the B/L are satisfied."

● **Other objections.** "How would charges be assessed on a pool car where a number of different consignees at one station remove their respective portions of the contents?" asks E. W. Hilton, Jr., traffic manager, American Plywood Association, Tacoma. He is not alone in asking the question.

Hilton, too, raises a question about removal of grain doors, special doorway posts or other equipment which belongs in a car but is not a fixed part of it. And he suggests that a charge of $25 may be too high. "As I recall figures from various shipper advisory boards," he says, "the average cost today to clean a dirty car is something like $3. This takes no cognizance of switching charges or per diem value, but even if these were added, it seems $25 would be excessive."

"The proposed rule possibly has merit, by setting a penalty for receivers of freight who may be classified as untidy housekeepers, and helping keep more cars in service—but it may conflict with the present practice of leaving damaged goods in a car for carrier salvage," says Lloyd Meyer, director of transportation, Northwestern Lumbermens Association, Minneapolis.

● **'Two-edged sword.'** Some respondents on both sides clearly feel the "dirty car" situation is a "two-edged sword." That's how it is described by E. K. Minear, director of purchasing and traffic, American Zinc, Lead & Smelting Co., St. Louis.

What they mean, briefly, is that some penalty should apply to railroads when they fail to place clean cars for loading, as well as to shippers who fail to unload cars cleanly.

As an example, H. N. Johnson, GTM, Ralston Purina Co., St. Louis, while not opposing the shipper penalty, proposes "payment to industry for any car that has to be cleaned or patched so it can be loaded. We would also propose that industry be reimbursed for lost profits and lost sales, when equipment is ordered for loading and not furnished within a reasonable time, say 48 hours."

The idea of a penalty against carriers for failure to provide clean cars (or a credit to shippers under such circumstances) is expressed in many other replies from, among others: J. H. Hayghe, traffic director, American Tobacco Co., New York; G. C. Weatherill, GTM, Northrup, King & Co., Minneapolis; R. J. Tyler, GTM, Tube Turns Division of Chemetron Corp., Louisville; C. H. Richardson, TM, Nicholson File Co., East Providence, R.I.; R.S. Trittelwitz, TM, Durkee-Atwood Co., Minneapolis; C. P. Greeley, vice president—transportation and distribution, National Distillers & Chemical Co., New York; P. S. Kish, TM, Evans Products Co., Plymouth, Mich.; and W. K. Smith, director of traffic, General Mills, Minneapolis.

● **What other remedies?** If the rail-proposed penalty charge against shippers who fail to clean cars properly is not practical—and many Poll respondents clearly feel it isn't—what other remedies are there for the nagging "dirty car" problem?

Several are suggested. Some are reported above. As to others:

J. C. White, TM, Ingalls Iron Works Co., Birmingham, and R. L. Kendall, GTM, Inland Container Corp., Indianapolis, would have carriers refuse to pull cars from a siding unless they are clean, and charge demurrage for any delays.

"More aggressive follow-up and action by the railroads with specific offenders" is suggested by F. J. Fruechtemer, TM, Andrew Jergens Co., Cincinnati. A. F. Lane, director of traffic, Chas. Pfizer & Co., New York, would carry the same basic idea a step farther.

"Keep records," he writes, "and discuss with individual plants and shippers. If not corrected—embargo! Test this for six months, and if it doesn't work then come back with the penalty proposal."

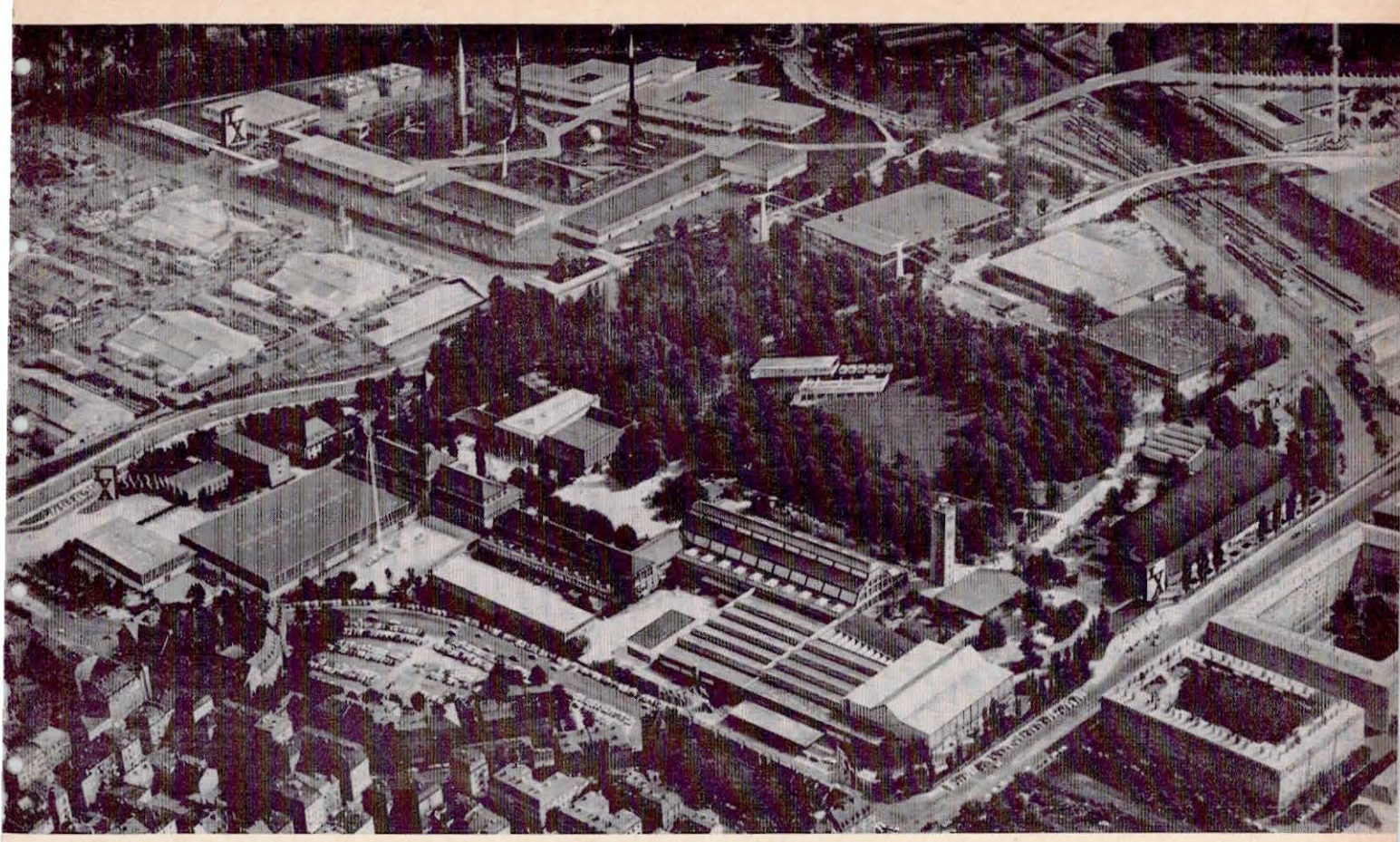
A closely corresponding suggestion comes from W. M. Rodi, TM, Colonial Sugars Co., Gramercy, La., who proposes "an intensive educational program backed up with the power to embargo delivery to premises where there is a record of extended flagrant violation in cases where shipments are delivered in good order." (Rodi adds, however, that railroads "are to a great extent responsible for dirty cars, either

(Continued on page 75)

NITL opposes penalty

Since this month's Traffic Poll was taken, the National Industrial Traffic League has announced its opposition to the proposed $25 penalty for releasing cars in unclean condition. J. S. Traunig, secretary and traffic manager of Darworth Incorporated, Simsbury, Conn., and chairman of the League's Classification Committee, has stated that: (1) "It would be impossible adequately to enforce such a rule; (2) there would be considerable controversy on the question of what constitutes a 'clean car'; and (3) to be equitable, shippers who are tendered dirty cars should be reimbursed for the cost of cleaning them."

On the other hand, Traunig suggests that "efforts of the Regional Shippers Advisory Boards be continued until a practical solution is found." He adds that "the League is ready and willing to assist the railroads in finding an acceptable remedy to the problem."



IVA Exposition grounds cover more than 100 acres: include 38 buildings and two miles of track.

Munich transport show gets under way

Railways and suppliers put on impressive display to reveal just how modern they really are.

What is claimed to be the most comprehensive international transportation exposition ever held anywhere is now under way in Munich, Germany. In it, railways and railway equipment builders from nine countries are playing a prominent part.

Munich's IVA Exposition (Internationale Verkehrsausstellung) opened June 25, after five years of preparation. It will run continuously to October 3. Between those dates, transport officials, engineers and just plain sightseers will have an opportunity to examine both indoor and outdoor displays of the newest developments in transport technology on exhibit grounds covering some 600,000 square yards and including 38 separate buildings. There will, additionally, be a chance for some at least to ride a train hauled by Germany's new 125-mph locomotive between Munich and Augsburg—38 miles in 26 minutes.

Concurrently with the exposition, technical and professional meetings of representatives of various modes of transport will be held in or near Munich. The annual congress of the International Container Bureau is in session there this week, with J. P. Newell, president of Trailer Train Company, as one of its speakers. Late in September, IVA will be host to a series of permanent way conferences, and to Europe's biennial international exhibit of track construction and maintenance machinery.

"The IVA gives a comprehensive view of the present situation in transport, and indicates future developments," Railway Age was told by Dipl.-Ing. Willi Lettau, president of the Munich Region of the German Federal Railway and chairman of the Rail Transport Committee for the exposition. "A leading role in this unique display," Lettau adds, "falls to the railways."

● **Railways hold their own.** "The display of railway equipment on hand is impressive," says a Railway Age editor who has previewed the Munich show. "But it must compete for attention with displays given over to aeronautics, highways, pipe lines, and, most dramatic of all, space travel and nuclear energy.

"That railways are able to hold their own in this company is due to two factors. First, they are proving their ability to stay modern by assembling the evidence—a mass of new equipment—in one place at one time.

"Second, they are demonstrating with films, models of components and photographs how the latest technological tools are being harnessed to plan big developments for the future.

"On both scores, the railway effort in Munich passes the test with flying colors."

Railways from eight countries—Austria, Belgium, France, Germany, India, Italy, The Netherlands and Switzerland—are represented at Munich. Their exhibits are supplemented by one of the International Union of Railways (UIC); and by displays of railway

equipment builders from the same eight countries, plus Sweden.

Railway and related exhibits are concentrated in two large buildings, and in several smaller adjoining pavilions, theaters and stands. Close by these buildings are two miles of specially laid track on which there has been assembled a massive outdoor exhibit of 103 pieces of the latest in motive power, passenger and freight rolling stock, and track machinery.

Other pavilions are devoted to European private railways; to cable and mountain railways, and to urban transport, including underground railways and tramways. Still more rail equipment is on display in buildings focused on the roles of the aluminum, iron and steel, and chemical and plastics industries in transportation.

The International Container Bureau (BIC) exhibits jointly with the railways in one hall; has a separate pavilion of its own, and also has equipment on the tracks. VTG has a tank car display on the outdoor trackage; and there, also, is some of the equipment of the German Sleeping & Dining Car Co.

• **High-speed power.** As host railway, the German Federal (Deutsche Bundesbahn) was chosen to illustrate at length modern railway operations. Its display, emphasizing public aspects of rail transport, is built around the theme, "Faster, safer, more comfortable."

To dramatize the first of those three elements, DB is using the golden opportunity offered by IVA to launch with a maximum of glamour and publicity its new electrified high-speed passenger services. It has scheduled three round-trips daily between Munich and Augsburg, 38 miles, on 26-minute schedules, with speeds touching 125 mph. Passengers can board or leave the trains at a platform erected right in the exposition's track display area. Cars, for the most part, will be those used in the "Rheingold" express.

The real unveiling is the public introduction of the DB's new 8,100-hp, E 03, high-speed electric locomotives. Three such locomotives will be assigned to the Munich-Augsburg runs. A fourth will be on stationary display at the exposition, along with a mock-up of the cab where visitors can simulate operation of the big units.

DB collaborated on the design with Henschel, which is responsible for the mechanical components of the locomotives, and with Siemens-Schuckert, which provides the electrical components.

Essentially a specialized version of the highly sophisticated E 10, the six-motor, Co-Co E 03 is the result of at least three years of research and development. First came wind tunnel tests of the body design. Then two models of the E 10 were subjected to operating trials on a special 15-mile high-speed course between Forchheim and Bamberg, where they reached the desired speed of 125 mph. With modified gear ratios and trucks, the final design was fixed early last year. After further tests, Henschel presented the first E 03 unit to DB First President Dr. Heinz Maria Oeftering in a special ceremony two months ago.

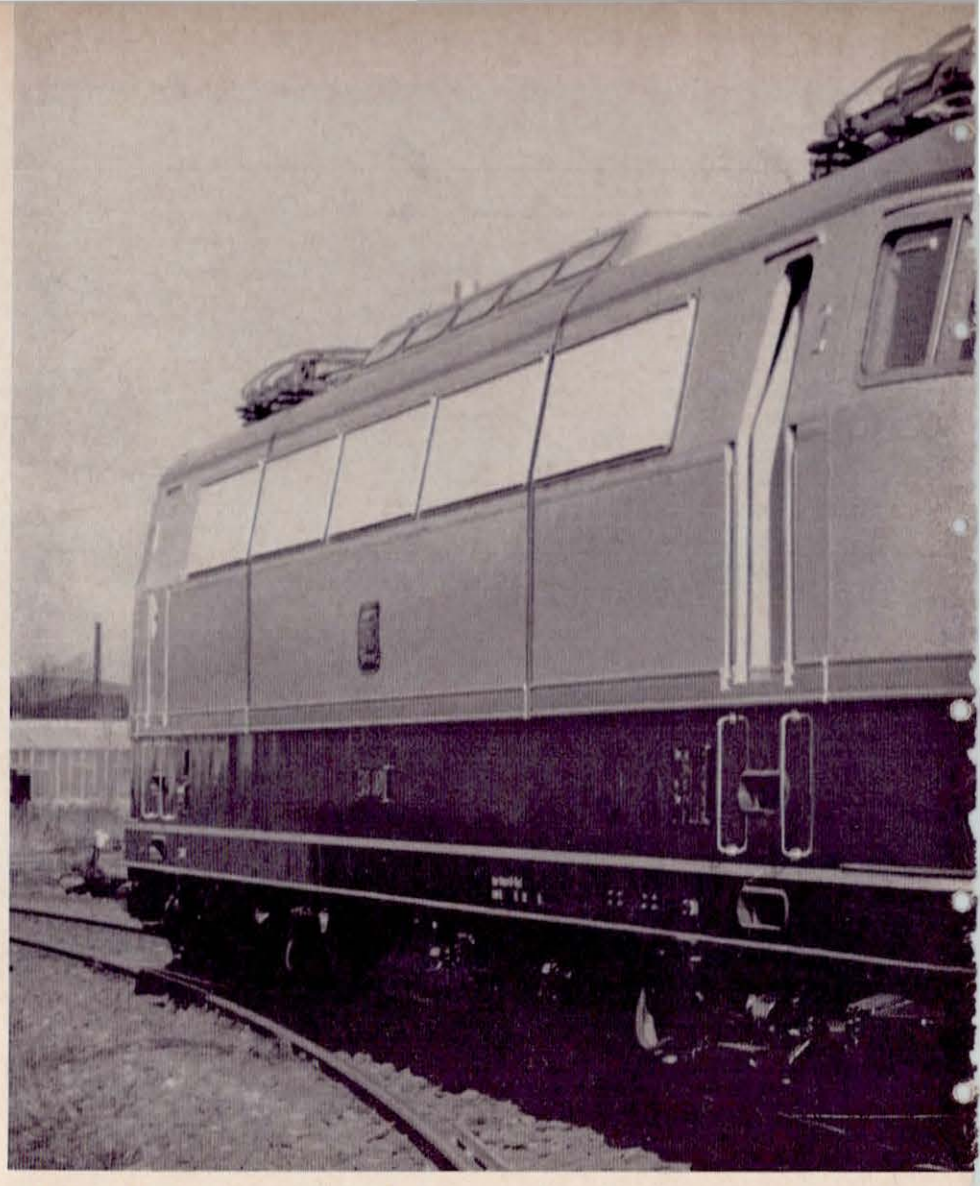
Unofficial reports indicate that the E 03, with some alterations in gearing, is capable of making 155 mph. That speed is said to have been reached in road tests, and is allowed for on the speedometers.

Automatic speed regulation is a distinctive feature of the new locomotives. Electronic devices read signal aspects for more than three miles ahead of the train, and then establish a desired rate of speed. Once speed is set, the regulator maintains it, regardless of gradients.

The E 03 weighs 108 tons, equal to 18 tons on each of its six axles. It can be equipped with either a spring drive or cardan shaft type of transmission, and can accelerate an eight-car train from full stop to 125 mph in less than three minutes.

• **Regular service.** When the IVA show has closed, DB expects to put E 03s into regular service in northern Germany. By next year, the "Blauer Enzian" ("Blue Gentian") will probably be making much of the Hamburg-Hannover segment of its Hamburg-Munich run at 125 mph. Other runs being considered for similar scheduling are Hamburg-Bremen-Ruhr, Hannover-Hamm and Hannover-Bremen. Southern Germany will get corresponding service later on, with a Karlsruhe-Basle (Switzerland) schedule as a possible first.

"Wide adoption of electrification has created the possibility of taking a deci-



Scheduled runs of Germany's new 8,100-hp,

125-mph electric locomotive highlight IVA.

sive step forward [in speed] . . . to accommodate the rising requirements of railway patrons," Dr. Oeftering told Railway Age.

"Railway engineers," he added, "are in the fortunate position of knowing how to exploit the techniques of modern power transmission to the utmost. Taken together with the equally high level of driving and control techniques, train travel can be automated on the widest scale. From the operating point of view . . . the problem is to maintain line capacity, or even increase it. This means increasing the speed of passenger and freight trains alike. Economic and financial considerations play a role in high-speed travel, but where public needs dictate they must be resolved, if necessary with state assistance."

● **Other exhibits.** No other single railway exhibit at Munich has, perhaps, quite the impact of the German E 03. But the collaborating railways from other countries—and equipment manufacturers from those same countries—have put together an impressive display of motive power, rolling stock, track machinery, signaling and communications and a host of other aids to modern and efficient railway operation, such as couplers and automatic ticket-vending machines.

French railways are emphasizing signaling and train control equipment, but are also showing the quadri-current electric locomotives used for Trans-Europe Express trains between Paris, Brussels and Amsterdam. The Swiss are repeating the Circarama developed for the Lausanne exposition last year, in which nine synchronized projectors give the viewer the illusion of traveling along trans-Alpine rail routes. Austrian and Dutch systems are displaying methods developed for improved traffic handling in densely populated areas. All those railways—plus the Belgian, Italian, Indian and German—are exhibiting their newest and best freight and passenger stock, as well as other late developments. The list of cooperating manufacturers is a veritable "who's who" of the European railway supply industry.

Of particular interest, at least in Europe, is the UIC display, which concentrates on the progress west European railways are making toward development of a fully standardized automatic coupler, and of transitional types for use during the changeover period.

The UIC exhibit also gives a voice to many railway systems not directly represented at Munich, by touching on new developments in other countries. More important, it shows how railways in many countries are working together to find solutions to common technical and economic problems. This serves to bind everything else together, and to reinforce the basic theme of the IVA exposition:

"International cooperation is the keystone of modernization for all modes of transport."

● **Container conference.** Newell, in a speech prepared for delivery to the conference on containers, predicted "a great future for trailer-on-flat car and/or container-on-flat car service on European railroads if the hauls are of sufficient mileage and the economics are favorable." He indicated, further, that use of containers might be preferable because of "more restrictive overhead clearances" in Europe as compared with the United States.

Earlier in his talk, the TTX president had reviewed the growth and present status of TOFC operations in the U.S., and the development of Trailer Train. He indicated his feeling that, here, full development of COFC has been held back by lack of standardization; the greater flexibility of trailers compared with containers, and the fact that containers have not yet demonstrated either cost-saving or traffic-attracting advantages as compared with wheeled trailers.

But TTX, he added, "hopes to have a new all-purpose car available shortly —one that will handle TOFC and COFC intermixed and without any extra appurtenance, or appreciable increase in cost—as its contribution toward expansion of COFC."

Other U.S. representatives at the opening of the Munich show included George L. Green and Norman E. Bateson, vice president and general manager and vice president—engineering and research, respectively, of Pullman-Standard. That company has a working agreement with the German carbuilding firm, Waggonfabrik Talbot, and Talbot is licensed to manufacture and sell Pullman's Hydro-frame 60 cushion underframe in all European countries, including those behind the Iron Curtain. ■

AAR Mechanical Division sets its

Railroads have good chance of increasing their share of the ever-expanding freight-traffic pie, Manion tells the annual meeting. Division calls for improvement of freight-car center plates.

Much done . . . much more to do. That was the unstated theme of last week's annual meeting of the AAR Mechanical Division in Chicago. For three days railroad mechanical officers discussed the rapidly changing requirements for cars and locomotives, plotting the course for changes and improvements that ultimately will produce a more serviceable, more useful equipment fleet.

"Increased train speeds and increased car capacities have resulted in increased mechanical problems" was the way that J. F. Nash, senior vice president, New York Central, summarized the challenge facing the AAR group. "Mechanical departments are different today than they were a year ago," he said. "We have specialists who have the responsibility for developing and designing new kinds of rolling stock.

• **No makeshift.** "This creative task is a very difficult one," Nash continued. "It is not very much concerned with makeshift results, here today and forgotten tomorrow. Today's act of creation results in something that is real and permanent.

"On the New York Central alone," he said, "we expect this year to spend $105 million on new equipment—equipment which is designed to fit our customers' particular needs. Unfortunately much of this special equipment, like a conveyor belt, moves in one direction loaded . . . and returns empty. This demands optimum utilization of this highly expensive equipment." Such utilization, Nash explained, can only result if there are also maintenance facilities capable of doing a fast, thorough job.

Expensive equipment and customized service are the result of the "marketing concept" which pervades much of today's railroading; the mechanical departments have a vital role. While sales or marketing groups may first determine the customer's specific transportation needs, the next step is designing equipment which, as Nash put it, "will transport the customer's product at a competitive rate and also produce a profit for the railroad."

• **Architects of change.** "The railroad of the future—say 20 years from now," Nash predicted, "will be almost unrecognizable, mostly because of the new and startling types of rolling stock that will be hauling the nation's goods." Not only can railroads be expected to be called upon to move more of the nation's freight but they also can look forward to serving the super-city along the Eastern seaboard with high-speed passenger trains and increased commuter service. The need for high-speed travel through the Northeast Corridor is bringing what Nash termed a "new era of cooperation between government and the railroad industry . . . as the government takes a hard look at America's transportation future."

Role of equipment planners

If the challenge of the future, supplying customers with the most economical transportation which is both reliable and efficient, is met, said Nash, the equipment planners and designers will truly become "the leaders and architects of creative change."

• **Outstanding results.** Mechanical officers are fully aware of the changing environment in which they work and of their responsibility for taking full advantage of new technologies, said R. R. Manion, vice president, AAR Operations and Maintenance Department.

Railroad response to new transportation requirements has been capital spending at an unprecedented rate—an estimated $1.6 billion for the current year which, according to Manion, could go even higher. Second-generation diesels and new freight cars, he explained, are essential in recapturing lost freight traffic in consolidating and raising the 43% railroad share of the nation's total intercity freight movement back toward the 67% share of 1946 and the 74% share of 1930.

Better service and lower rates constitute the two-pronged attack which is being waged successfully against the further erosion of the railroads' share of traffic. The problem now, Manion warned, is: What are the railroads doing to mold the shape of things tomorrow?

• **Act or react?** "Will we merely react to these changes as they become apparent . . . or will we take a hand in shaping them ourselves?" he asked. Railroad managements are placing great reliance on the AAR Mechanical Division to plan the steps which the industry must take to influence its own future in a "meaningful fashion."

Although the U.S. economy is characterized by its continually shifting center of gravity and ever changing production and distribution practices, planning for the railroads' future is essential, according to Manion. In the equipment sphere, he said, this raises the possibility of two courses of action:

—Should study of potential future development problems be solely the job of the Mechanical Division's General Committee through its subcommittee on research?

—Should planning be of such a broad nature that—through the Mechanical Division—an entirely new group be established to recommend to the industry areas in which research and development should be undertaken?

The price of progress, he concluded, will be the solution of the diversity of problems which accompany technical change. "With the industry's ever-improving transportation efficiency . . . with resulting new capabilities in price competition and equipment designed to meet customers' needs . . . railroads stand an excellent chance of increasing their share of the ever-expanding freight-traffic pie."

• **Non-technical barriers.** Solution of technical problems will not be the sole determinant of the railroads' future, D. O. Mathews, president of the Chicago & Eastern Illinois, warned the meeting. "As railroads break through technological barriers and try to pass on their rising efficiencies in freight-rate reductions," he explained, "customers frequently find Iron-Horse-era controls blocking the way."

He traced the evolution in federal transport regulation, stressing the change in emphasis from that of protecting the public from a once-monopolistic railroad industry to to-

sights on the future

day's apparent emphasis on protecting rival businesses against fair competition. Despite 1958 legislation which specified that the ICC should not hold a rate "umbrella" over less efficient carriers, or attempt to allocate traffic, "the old approach keeps popping up in ICC decisions," he declared.

● **A better way.** "The entire transportation industry," declared Mathews, would be much better off in the matter of rates and charges under the antitrust laws than it is or would ever be under the Interstate Commerce Act. "Evils which once caused Congress to regulate railroads as a monopoly cannot exist in today's highly competitive transportation market; competitive agencies provide the most effective regulation of all."

"Would it not be better," Mathews asked, "for the railroads to tell the public and Congress that the industry is willing to be regulated by the antitrust laws along with other industries if we can be relieved of the burdens of regulation under the Interstate Commerce Act?"

● **Improved rollability.** The major step taken by the Mechanical Division at last week's meeting was a mandatory improvement of center plates for new cars, which, with letter-ballot approval, would be effective in 1966. "The most serious condition resulting from poor center plates is the unpredictable rollability of freight cars in hump yards," explained W. M. Keller, AAR vice president, research. "Hard swiveling of trucks seriously hampers switching operations."

"It may surprise many people," Keller pointed out, "that the problems we are experiencing today in connection with center plate designs and conditions stand just about where the hotbox situation stood for a great many years. . . The principle of one rough, unmachined casting directly resting on another rough, unmachined casting and then laboriously grinding and squealing in an attempt to swivel as the car trucks negotiate a multiplicity of curves was never fundamentally sound from an engineering standpoint from the very beginning."

Along with the complication of hump yard operations because of the inability of trucks to swivel about their pivot points, there are numerous other prices being paid by the railroad industry. As summarized by Keller, these include:

—Unwarranted mechanical department costs resulting from excessive wheel-flange wear and side-bearing adjustment;

—Engineering department costs resulting in heavy wear on the sides of rail heads on the outer rails of all curves of any consequence;

—Increased transportation department road haul costs resulting from the greater fuel consumption which high train resistance produces.

● **Stronger and harder.** To achieve the center-plate arrangement which Mechanical Division committees and the AAR Research Center rate as necessary for today's service, a self-hardening manganese steel wear liner is being required in all new truck bolsters, and contacting body center plate surfaces are to be hardened and smooth. In addition, body center plate castings and forgings will be beefed up to prevent the deflection which now occurs. Replacement truck bolsters would also incorporate the new features after Aug. 1, 1966. Correction of the situation on the entire existing car fleet would cost $6 million, a figure which the Committee on Freight and Passenger Car Construction said probably could not be warranted on a "crash" basis. Application to all new cars will mean that the situation will eventually be corrected.

Rapid modernization

The speed with which new mechanical components are being adopted and introduced is indicated by the freight-car installations and authorizations which were reported by various Mechanical Division committees. The more than 77,000 cushioning devices, either sliding-sill or end-of-car type, which have now been authorized by the Committee on Couplers and Draft Gears for installation on interchange cars is up 55% from the authorizations of a year ago.

Rapid adoption of the ABD freight-car air brake valve is indicated by the 100% increase in the number of interchange car installations authorized by the Committee on Brakes and Brake Equipment. A significant feature of the 50,000 ABD service portions which can now be put in service, the Committee reported, is the accelerated release feature which, on long trains, can be "especially valuable" by assuring prompt release throughout the train. Rapid adoption of a conversion kit for the conventional AB air brake valve service portion was also reported. Also growing at a fast clip are the installations of truck-mounted package brake units.

Roller-bearing cars topped 209,000 at the end of 1964, up 33% from the figure reported at the end of 1963 by the Committee on Journal Roller Bearings. "During 1964," reported the Committee, "a total of 72,786 new freight cars were built for railroads and private car owners, of which 51,754, or 71.1%, were equipped with journal roller bearings." In 1963, of the 43,911 cars built, 78.3% had roller bearings. In the 5½ years ending Dec. 31, 1964, 63.6% of all new cars were so fitted.

● **Mandatory for big cars.** In what was probably the second significant action of the Division's meeting, it was agreed to submit for letter ballot a proposal that next year all cars, of 100-ton capacity or more, be required to have either roller or cartridge-type bearings when built new or rebuilt.

Cars of less than 100-ton capacity—new, rebuilt or repaired to the extent of 150 man hours or more—would, after Aug. 1, 1966, be required to have either roller bearings, cartridge bearings, or one of three arrangements of stabilized and sealed plain journal bearing assemblies.

● **Long-term programs.** As examples of the long-term programs associated with many Mechanical Division actions aimed at improving performance, some of the mandatory dates for all cars in interchange service which were established at last week's meeting are significant.

Many of the programs, previously required only on new and rebuilt cars, have been made mandatory for all cars in interchange on the following dates:

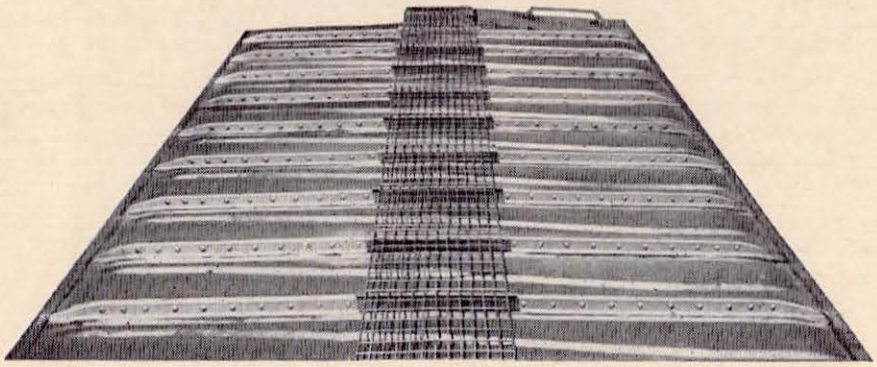
1967: Standardization of angle-cock locations;

1968: Mandatory use of only AAR-certified draft gears and requirement that only high-capacity gears be used on cars of 77-ton capacity or higher; mandatory use of rotating-handle type uncoupling device;

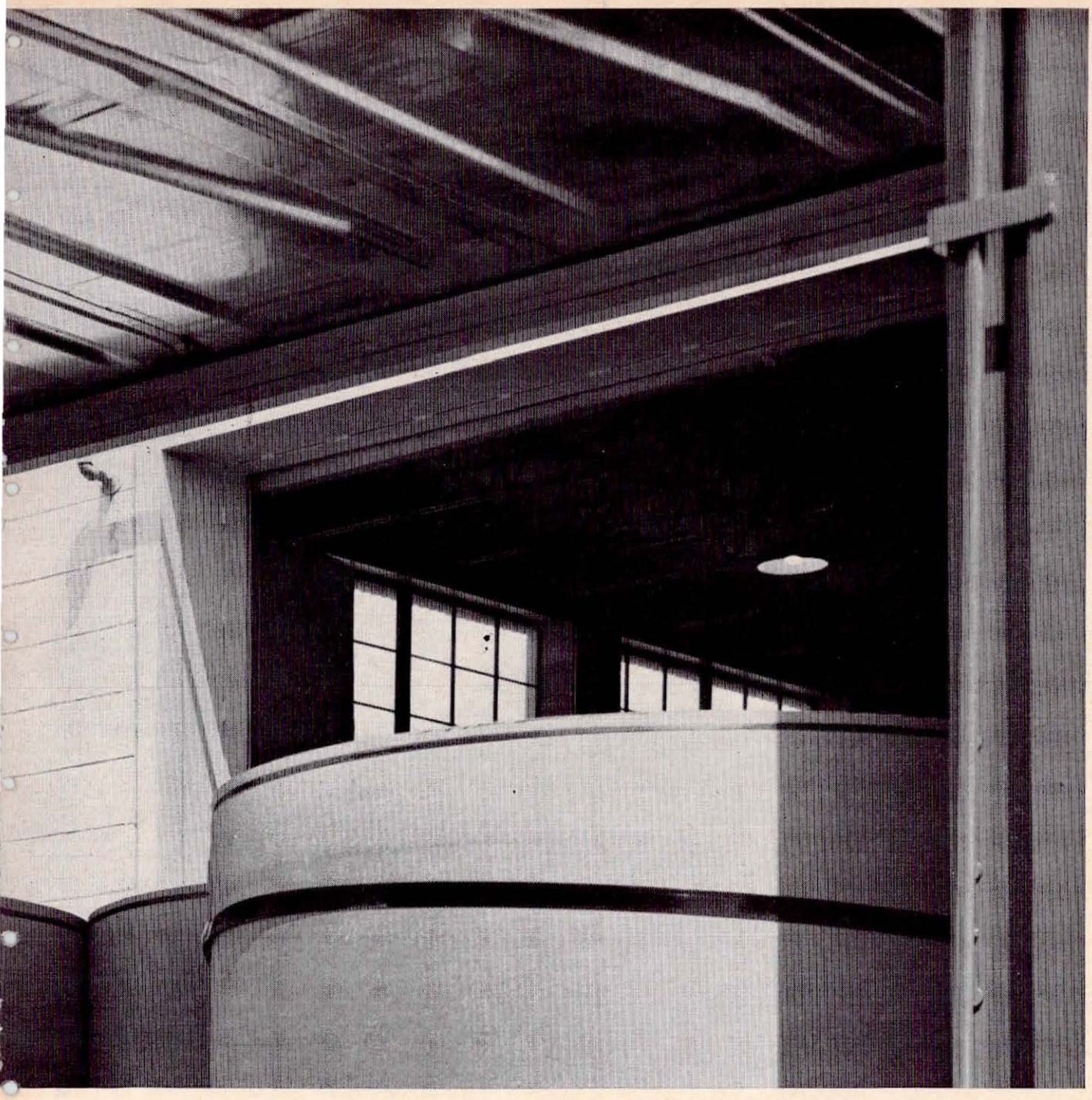
1975: Mandatory use of high-capacity brake beams and high-strength box-car floor construction; mandatory installation of improved air-brake system cut-out cock;

1980: Mandatory installation of brake-cylinder release valve and requirement that a minimum of 2¾-in. clearance exist between the top of the rail and the lowest part of the car under all conditions.

Seaboard swaps 1,685 lbs. of roof for 1,685 lbs. of payload



Strong, lightweight roofs made of Reynolds Aluminum reduce tare weight and boost capacity of new 90-ton cars. When you want a boxcar to carry 90 tons of cargo and still be within a 263,000 lb. weight limit, something has to give. Seaboard Railroad mechanical men found the "give" in the roofs of the 25 new high-capacity cars they were ordering from Thrall Car Manufacturing Company.



By specifying roofs of Reynolds Aluminum for these 60 ft. cars, they saved 1,685 lbs. per car—enough to give them their 90-ton capacity. The aluminum roofs, manufactured by Stanray Corp., weigh 1,060 lbs.; a comparable steel roof would weigh 2,745 lbs.

In addition to these weight savings, the aluminum roofs will give the Seaboard years of low-maintenance service. They resist corrosion, never rust, need no painting for protection.

Seaboard's new aluminum-roofed cars will carry paper, but with their extra capacity, are able to haul any heavy product more efficiently and economically. In fact, aluminum car components, rolling stock, and freight equipment are proving their ability to handle cargoes of all types and reduce operating and maintenance costs at the same time.

Reynolds railroad specialists will be happy to help you realize the advantages that strong, lightweight, rustfree aluminum can provide in rail equipment. Contact your local Reynolds office, or write *Reynolds Metals Company, P.O. Box 2346-TM, Richmond, Va. 23218.*

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How can management tell its story to the employees?

New Orleans 'communications seminar' works toward a new approach to communicating railroad industry plans, objectives and actions. Experts probe the needs for well-informed workers.

It was announced as a "communications seminar"—and it lived up to its billings. Three sponsoring organizations (Railroad Public Relations Association, Railroad Personnel Association and the American Railway Magazine Editors Association) had gathered a blue-ribbon group of experts for a joint meeting in New Orleans June 14-16 and pushed hard for a new approach to communicating industry plans, objectives and actions.

Experts from the labor-relations side outlined the union-management realities affecting industry communications with its work force. Experts from top management probed the present and future needs for buoyant and well-informed workers. Experts from the industry-publication side grappled with the difficulties inherent in communicating with workers when caught between the difficult demands of the industry's labor-relations efforts on the one hand and the increasing need for communicating complex and rapidly changing information to workers on the other.

In sum, the public relations, personnel and communications experts—on both sides of the speakers' table—were wrestling with nothing less than the tough, and elusive, problem of coping with change in an industry whose plant and manpower are changing as they have never changed before.

● **A management problem.** University of Michigan's Dean William Haber summed it up succinctly. "The most significant problem in industrial labor relations today is the adjustment to technological change," he told the RPRA-RPA-ARMEA seminar. "Your industry is not through with its problems, in spite of the work rules settlement. I think the railroads won the case—which was a necessary fight for the industry, perhaps for the country—but a lot of bitter feelings remain . . . The railroad industry has an overwhelming task to regain the good will [of railroad employees]." Labor is, said Haber, like management, "resistant to change." Unless rail management can explain the necessity for change in meaningful terms it is abdicating its function as manager, he noted.

There were plenty of cogent observations from other experts at the joint meeting but, understandably, few masterplans. Observers agreed, however, that the sessions cleared the air of a great many things that are not particularly important to effective employee relations. The sessions also established some definitions by which industry officers in search of answers may measure progress when it is achieved.

● **View from the top.** Milwaukee's President William J. Quinn told the seminar, "It has been impossible to misread the warning signs along the way. As a railroad president, I am acutely aware of the pressures under which a railroad's work gets done today, the impediments along the road to profitability and the strained relationships which develop here and there between those of us who manage and those whom we have employed to run the trains and operate the railroads."

Quinn described the soul-searching and uncertainty as to the role communications play in the over-all operation of the railroads: "Being an issue of less short-term urgency than, say, traffic solicitation and car supply, it has remained in the twilight zone of management decision — unresolved, complicated and slightly mysterious to many management people. We have not made practical, clear-cut policy determinations of what must be done."

● **A big, necessary job.** Milwaukee's president made it clear that the job, big and difficult though it may be, needs to get done, for middle-management personnel as well as rank-and-file employees: "The man far removed from management wonders why this or that was done—and many middle-management and top-management people, in turn, find it difficult to comprehend the attitudes of today's personnel. As a result, attempts to educate, inform and persuade begin to look to some as a hopeless cause—as too vast and complicated a problem to tackle." Quinn also noted that some previous motivation for attempts to build adequate communications left much to be desired: "There was, at one time, an odd kind of logic at work which implied that a loyal, well-informed, properly motivated employee would somehow lose interest in having his wages increased."

". . . It is our responsibility to make the necessary decisions; to uncomplicate the communications job; to take the mystery out of it; to make it work."

Responsibility for securing answers to industry needs in the communications area was placed squarely upon industry managements by Quinn: "I believe it is our responsibility to make the necessary decisions; to uncomplicate the communications job; to take the mystery out of it; to make it work . . . If we are to dispel the wrong notions and the general mystery from our communications thinking, I feel that we would be well advised to analyze our employees' attitudes and needs accurately, to consider our goals realistically, and to lay our plans deliberately, carefully and well."

● **Communications battle ahead?** J. E. Wolfe, chairman of the National Railway Labor Conference, gave the RPRA-RPA-ARMEA conference a view of the problem gained from his many years of experience as a top industry negotiator.

He noted the fact that rail employees get much of their information about industry plans, goals and actions from the union press, because company magazines and periodicals often fail to deal effectively with the changes that are transforming the industry: "This tendency of management to keep things to itself—the failure to explain positions or its actions—leaves the employee's natural interest in his company unsatisfied and impels him to turn elsewhere.

"The employees also worry about mournful pronouncements in union publications or other media concerning

automation and about claims that they do not get a fair share of the company's income. But, while management knows the weaknesses of such contentions, it too often states such weaknesses only at staff meetings, Kiwanis luncheons and other gatherings of businessmen."

● **Long-haul values.** Wolfe cautioned his audience about confusing the distinction between effective employee relations and labor relations. Despite the interwoven nature of the two, said Wolfe, meaningful and careful work at improving the quality and quantity of communications with workers will bring long-range values not only with improved morale but also at the bargaining table: "The attitudes and aspirations of our employees have a profound influence on the shaping of union goals and the collective-bargaining demands intended to achieve them. Surely we must realize that successful collective bargaining cannot proceed solely from the adroitness, knowledge and experience of the railroad negotiators. Our counterparts on the union side are responsive to the desires of their constituents, and demands which originate with the rank-and-file employees cannot be negotiated out of existence even by the most skillful management bargaining."

Wolfe pointedly described the role effective communications can play in removing ambiguity and uncertainty in formal railroad-union bargaining: "Usually the key to success in collective bargaining lies in the success of our communications with the employees and in the mutual respect and understanding that should be their concomitants. If effective communications is lacking, then we have abandoned the field to the union leaders, thereby abdicating our responsibility and impairing our prospects for labor harmony and responsible collective-bargaining agreements. To a very great extent, then, we are, or should be, competing for the minds of men; imparting confidence in the company and an enlightened viewpoint on the part of the individual employees."

● **What can be done?** Wolfe recommended to the RPRA-RPA-ARMEA audience these specifics for improving the communications climate in the industry:

—A greater reliance on personal contact between supervision and workers: "It is the day-by-day relationship between a man and his supervisor that does much to fix that man's attitude about his company . . . The company image in the mind of the employee is the image which derives from his daily environment."

—An orderly, massive program must

". . . We are, or should be, competing for the minds of men; imparting confidence in the company and an enlightened viewpoint on the part of employees."

be developed and implemented: "Any program which is to have a measureable impact on employee relations must start at the top and have the wholehearted and continuing support of top management." The RPRA-RPA-ARMEA experts meeting at New Orleans, suggested Wolfe, "perhaps working through the AAR, could develop a program to be implemented on the individual railroads which would reach to the roots of this very real problem of employee relations."

—Orderly and comprehensive communications to workers about the technological progress of the industry is needed, noted Wolfe, because employees are vitally interested and, "if kept currently informed in this day of rapid equipment turnover, they are bound to become more loyal to and proud of their company.

—Advance notice and explanation of changes that will affect the working environment of employees is also of importance: "Let them know in advance, if the Personnel Department concurs. Explain to the employees exactly how the changes will affect them and the railroad. Knowledge on their part may greatly reduce future difficulties with their organization."

While noting the difficulty in handling pending disputes with unions, Wolfe noted that controversies that are in active handling are well-publicized by union publications and in lodge discussions and probably should, after screening with company labor relations personnel, be aired in company publications. Looking at the whole problem from the standpoint of the personnel officer, Wolfe described the contribution of an effective employee communication system as "reducing not only the number of disputes but also in creating and fostering an employee attitude which permits reasonable settlement of those disputes that do arise."

● **What do unions do?** The elaborate—and effective—union apparatus for keeping in constant touch with the rank-and-file railroad employee was described to the RPRA-RPA-ARMEA seminar by James A. Paddock, special representative for the Association of Western Railways (and long-time labor leader in the Order of Railway Conductors & Brakemen).

Touching on the many areas where carrier-union interest is identical and where railroad employees have helped achieve industry legislative goals, Paddock described the elaborate organizational set-up possessed by the brotherhoods to implement legislative and political actions the unions deem important: "These groups have long and effective experience in effective communications with railroad workers. They have developed an internal system whereby railroad workers are contacted at the national level, the system level and at the local level by leaders of their own choosing who are an integral part of their brotherhood's sphere of interest."

● **Network based on personal contact.** Paddock described the fact that some 21 brotherhoods function, often, in tandem for practical operating purposes, "so there are about 12 brotherhood groups with nationwide organizations and staff. While there are some exceptions, the brotherhood representation consists of 12 or more persons in each category at virtually every railroad terminal point.

"Each of the brotherhoods has a governing body which is sometimes known as the grand lodge or grand division, or the executive board, and these bodies are composed of all the top officers with the president or grand chief at the top. These top level policy-making and administrative bodies have at their command hundreds of members who devote much of their activity to the program of their respective brotherhoods and to the rail labor movement.

"Each brotherhood has subordinate groups, among the most influential of which are the general committees of adjustment which operate on each line of the railroad at the system level . . . Thus, as word filters down from the executive branch of the organization to the general chairmen, the policies enunciated can very rapidly be spread to the members, railroad employees, who do have confidence in their general and local chairmen as well as in their top officers. These employees are prone to follow instructions thus received. Their information is from men they know personally whom they have elected and in whom they have confidence."

Paddock described the system of committees dealing with wages, rules and working conditions as only the top slice of the union apparatus for reaching rail employees. Legislative boards and legislative representatives supple-

(*Continued on page* 68)

Johnson Wax leases . . .

. . . special box cars

Answers to several knotty problems are expected to be provided by 70 insulated cars that are being built for the manufacturer by North American Car Corp.

AAR requirements that the last letter of reporting marks on privately-owned or leased freight-train cars be an "X" came as a happy coincidence to S. C. Johnson & Son Co., of Racine, Wis., recently. The firm's products—which run into the hundreds—include a protective automobile coating known as "J-Wax." And that's the reporting mark Johnson chose for its series of 70 new insulated box cars: JWAX.

Built and leased to Johnson by North American Car Corp., the new roller-bearing cars are equipped with 20-inch-travel cushion underframes, load dividers and 10-foot plug-type doors. They're insulated with a five-inch-thick layer of urethane foam sandwiched into the wall, and will hold up to 70 tons of Johnson products.

● **New approach for Johnson.** Leasing freight cars is a new departure for Johnson. Up until early this year, the company shipped all of its products in regular railroad-owned box cars and refrigerator cars. This arrangement was satisfactory enough during the warmer months of the year, but because a great proportion of its products are susceptible to freezing, the company had to resort to a number of stratagems during cold weather.

For example, Johnson used to install charcoal heaters in the icing bunkers of refrigerator cars during the winter shipping season. While the heaters maintained the inside temperature of the car at a satisfactory level, says Charles A. Hoppe, Johnson's general traffic manager, "the heaters had to be serviced en route. Of course, this was the responsibility of the railroad, but we had to pay for the service."

● **Hand loading was slow.** Loading the older cars was often a problem, too. "The old refrigerator cars had to be loaded by hand—a 12-man-hour job — because the doors weren't wide enough, in most cases, to admit a fork-lift truck," Hoppe says. "Even if a truck could get through the door," he adds, "the floor racks in the car usually weren't strong enough to bear the truck's weight."

So, a little more than three years ago, Johnson's traffic, industrial engineering and production control departments got together on a study of the advantages of car ownership or leasing as against shipping in railroad-owned cars.

● **Five objectives.** What Johnson was after, Hoppe explains, was a car which would be:

—Heavily insulated;

—Sufficiently big to handle 60,000-pound shipments, in order to take advantage of favorable freight rates;

—Equipped with lading-protection devices, roller bearing trucks and a cushioned underframe;

—Big enough inside to accommodate pallet loading by fork-lift trucks without having to install extra bulkheads;

— Equipped with floors strong enough and doors wide enough to accommodate fork-lifts.

"Our principal aim," Hoppe continues, "was to simplify our material-handling procedures at both ends of a car's run, aside from securing some more satisfactory temperature-control arrangement than the charcoal-burner system." Johnson's shipments, he explains, are almost entirely intra-company, with loaded cars moving from the firm's manufacturing and warehousing facilities in the Racine area to its own regional warehouses throughout the country. "We do make stop-off deliveries to customers," Hoppe says, "but only en route to our warehouses."

Johnson's material-handling chores, under the old arrangement, were formidable. Freight cars in the Johnson plant at Racine — whether they are leased or not—may be loaded with every different type of product in the company's line. Drums, cartons, boxes, sacks: All go in the same car. To load or unload a regular refrigerator car with this type of mixed lading without being able to use a fork-lift truck and pallets was a time- and cost-consuming job, says Max Worcester, Johnson's inventory manager at Waxdale, a few miles west of Racine. "It used to take four men three hours or more to load a car here," he says.

• **Experimented first.** During its study of owning and/or leasing, the Johnson company also experimented with various cars, including several borrowed from the Miller Brewing Co. of Milwaukee.

"Then North American," Hoppe says, "proposed a car that uses a five-inch thickness of urethane foam in the floor, walls, ends and ceiling. This material gives twice the insulation of styrofoam. We found we could load cars at room temperature at Racine and have them arrive on the West Coast 10 days later without any substantial temperature drop occurring."

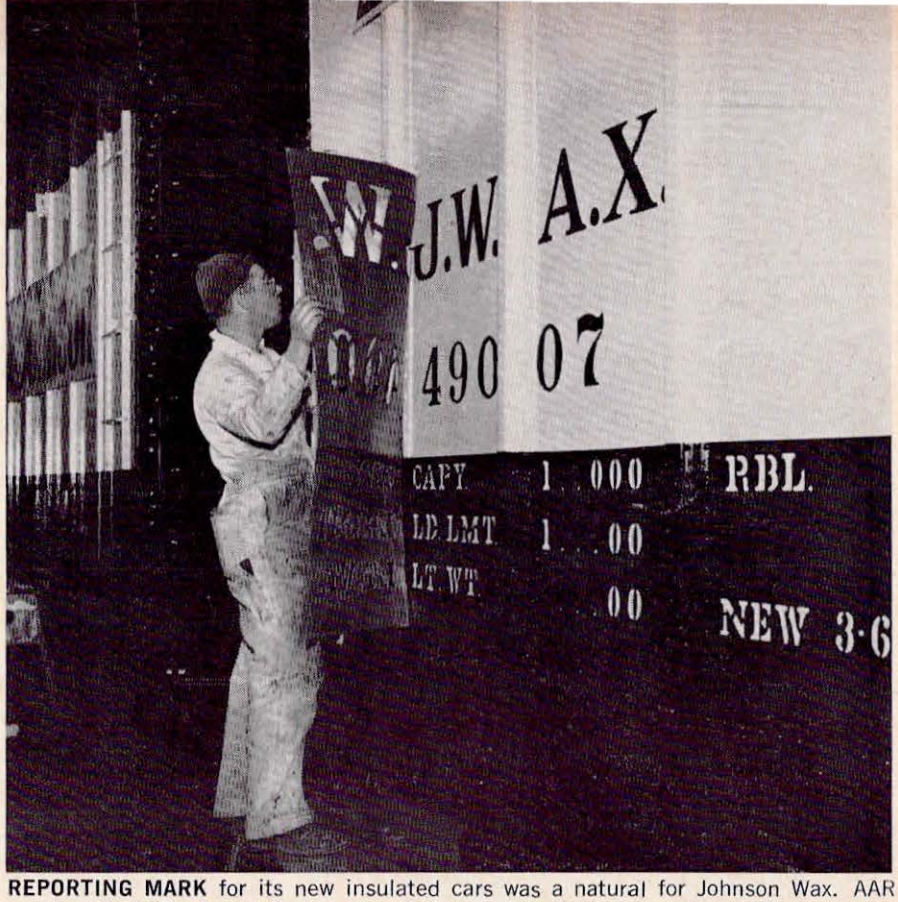
North American built one car of the proposed design and turned it over to Johnson for testing. Painted red, white and black—the company's color scheme was suggested by Assistant Traffic Manager Gil Anderson from a similar pattern used on drums of the company's industrial chemical products —the car underwent numerous tests, including service through the winter of 1963-1964, and impact testing.

Object of the impact tests was to determine whether 20-inch-travel or 30-inch-travel underframes were preferable from Johnson's standpoint.

• **No appreciable difference.** "With our type of lading," General Traffic Manager Hoppe says, "we couldn't detect any appreciable difference between the two." Cars equipped with the 20-inch-travel underframe and moving at 12 mph coupled to standing cars with as little damage to the Johnson type of lading as occurred when ordinary, uncushioned cars coupled at 4 mph. "This provided all the protection we needed for our containers," Hoppe says.

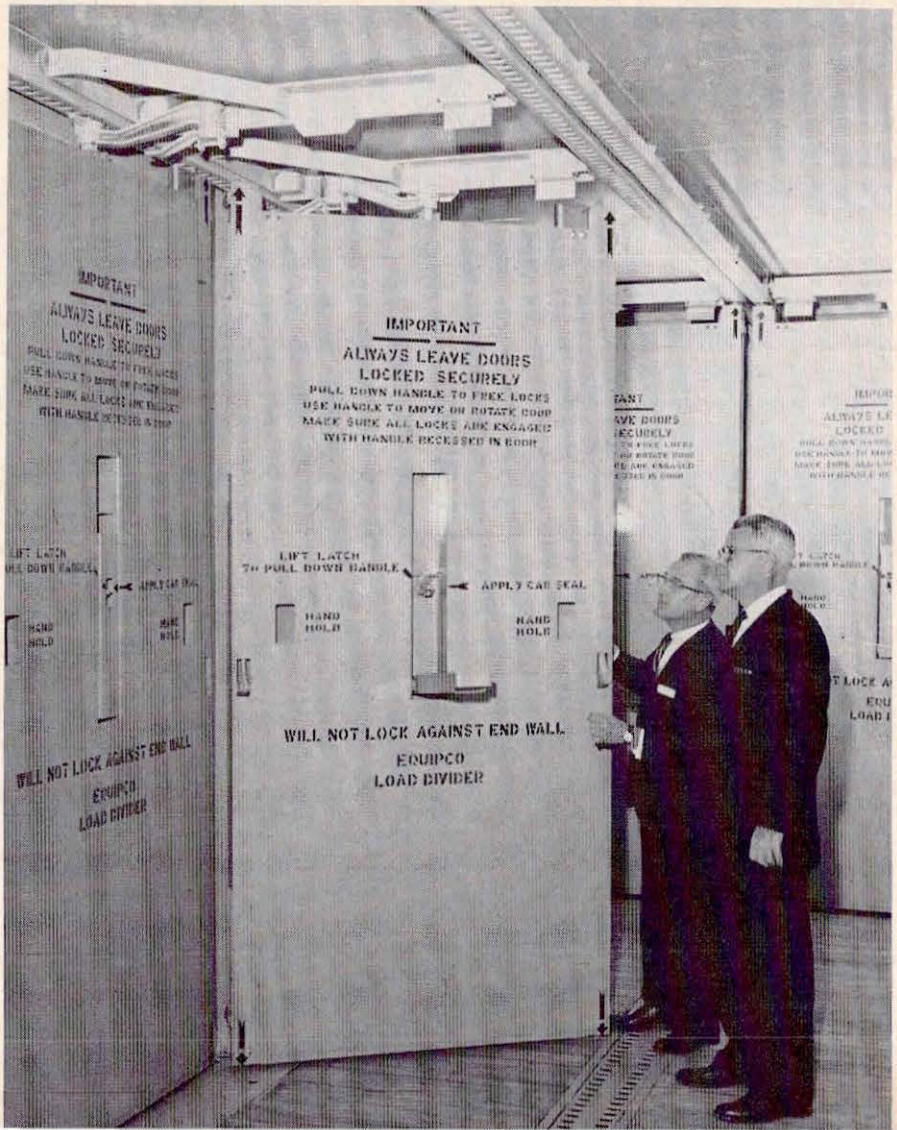
"Accordingly," he continues, "we chose the 20-inch underframe, because in addition to being the more economical of the two, it shortened the over-all length of the car by nearly two feet—an important factor when you've got to get as many cars as possible inside a building for loading and

(*Continued on page 67*)



REPORTING MARK for its new insulated cars was a natural for Johnson Wax. AAR requires that the last letter on privately-owned or leased cars be an X.

LOAD DIVIDER inside car is inspected by Charles A. Hoppe (left), Johnson Wax general traffic manager, and E. W. Larsen, manufacturing vice president.



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Thursday, September 16: Arrive in Zurich, 7:10 A.M. Leave Zurich 8:35 A.M. for 1-hour flight to Munich.

Friday, September 17 to Thursday, September 23: The entire week in Munich can be devoted to individual interests at the International Exhibition of Transport and Communications and International Permanent Way Exhibition.

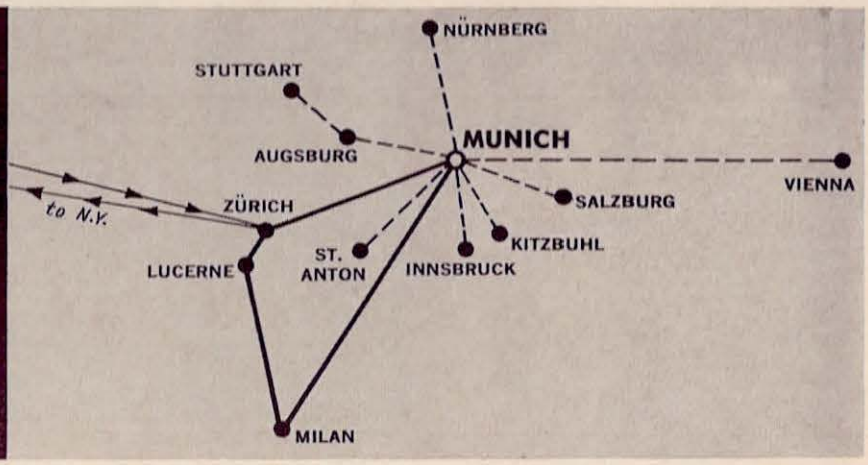
Friday, September 24: Leave 8:15 A.M. by train for Milan. Arrive early in the evening.

Saturday and Sunday, Sept. 25-26 at Milan: Tour of city's large railroad installations.

Monday, September 27: A.M. departure by train for Lucerne. Arrive early afternoon.

Tuesday, September 28: At Lucerne.

Wednesday, September 29: Leave by train for Zurich after breakfast. Leave Zurich at 1 P.M. by Swissair DC-8 Jet for a daylight return to the United States.



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A summary of the itinerary is given in the column above. The tour program is for 14 days. The air fare, however, allows a stay up to 21 days, giving you the option of extending your stay in Europe for one week.

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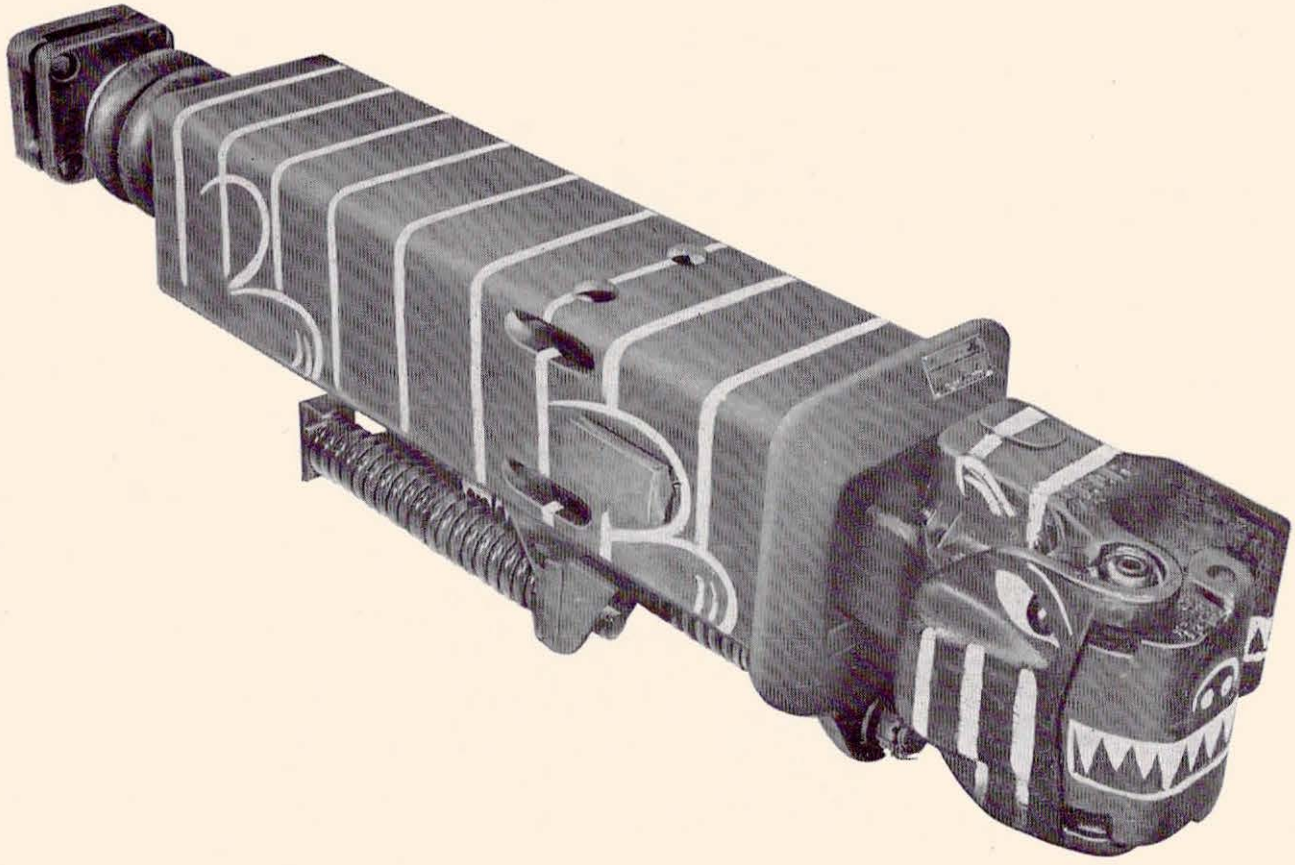

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END-OF-CAR HIGH CAPACITY HYDRAULIC CUSHIONING DEVICES

Harry Murphy plans summer retirement

Burlington president since 1949—the railroad's centennial year —has decided to quit after 51 years' service with the same line.

But for a single decision made at the close of World War I, it might well have been the airline industry instead of the railroad industry that bids a fond farewell—probably some time this summer—to Harry C. Murphy.

When the United States got into the war in 1917, Murphy—then in his mid-20s—went into the Army. He learned how to fly. He learned so well, in fact that he became an instructor. And, when the war ended and normalcy returned, Murphy was one of that crop of war time aviators who was offered a chance to stay in the air—flying the mail.

Murphy loved flying—and still does, for that matter. But he had also had a taste of railroading. While he was going to school, he worked part-time for what later became the Minneapolis & St. Louis. In the years just before the war, he held jobs in Burlington's accounting and engineering departments.

● **Which way to go?** As an engineer, Murphy could have gone either way. Had he chosen to fly, he could have been one of the many airline pioneers who came from the ranks of the mail pilots. Instead, he chose the railroad—and thus set the stage for what CB&Q itself calls "the remarkable era of Harry C. Murphy."

Murphy came back to the Burlington in 1919 as an assistant engineer—and, within just a few years, had another of those vital decisions to make, though he had not the faintest notion of how vital it was to be.

This is a story known, apparently, to only a few people, even on the Burlington. It took place at a time when Murphy the young engineer was in the West, rebuilding miles of line which had been wrecked by floods. Finally, the job was done, and he was eager to get home—mainly because his wife was about to give birth to their first child. Murphy went to Casper, Wyo., and held reservations on CB&Q No. 30, a Billings-Denver train that would take him on the first leg of his journey home.

● **Disaster—and then . . .** But, as he was sitting in the telegrapher's office waiting for his train, disaster hit again. Floods began to tear out the line that had been so laboriously rebuilt. And, from CB&Q headquarters came a request that Murphy stay on the job. A lesser man. one of his close associates recalls, would probably have said something unprintable and boarded No. 30. But Murphy stayed. No. 30 arrived and it departed. Murphy, waiting for a work train, watched the passenger train's markers disappear in the distance.

HARRY C. MURPHY

Forty minutes later, No. 30 was on Cold Creek trestle when a wall of water and flood debris slammed into the structure. The train was swept away. The Pullman in which Murphy would have been riding ended up in the sands of the River Platte.

Future histories of the Burlington and of the railroad industry will likely have plenty to say about this Iowa Irishman. But his friends and associates are more prone now to talk of the man himself. And a wealth of stories have grown up around Harry Murphy.

● **$10—or $20?** There was the time —or so the story goes—that Murphy was working in the Southwest. John D. Farrington, later to become Rock Island's president, was in charge of Burlington's Texas lines—and depression was in the land. Economy was the order of the day. And so Murphy was one day asked if he'd take over a second supervisory job—in effect, to hold two positions. He agreed. But then came a reluctantly issued edict from headquarters. Conditions demanded that salaries be cut by $10. It's probably an apocryphal tale—but the next comment to Murphy is supposed to have been: "Well, Harry, since you're holding two jobs, I guess we'll have to cut you $20."

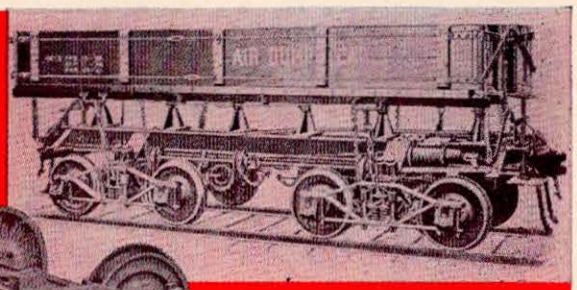
Then there was the incident of the biography. A midwestern writer was doing a series of famous-American books, choosing one individual apiece from a number of professional and occupational fields. Harry Murphy was the writer's choice to be representative of the railroad industry. His associates liked the idea. But Murphy didn't. He didn't think he "belonged" in the series with the men whose biographies had come before. And the book was never done.

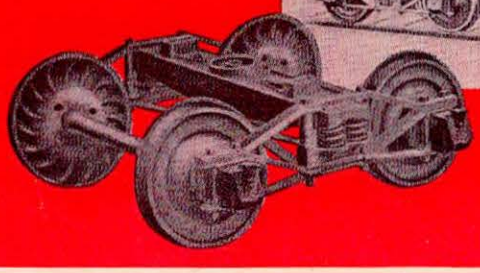
● **Centennial president.** Murphy became president of the Burlington in 1949—the railroad's centennial year. But he had been close to the top since the mid-1930s, and his thinking can be seen in many of the pioneering ventures which CB&Q had undertaken. He was, by basic training, a civil engineer —but he was talking of the potential of dieselization in the 1920s and was in the thick of Burlington's eventual dieselization program. He was engineer and operating man, but he was also an effective advocate of an attractive passenger service—long- and short-haul. The "Zephyr" fleet ranks with the nation's finest — and it was Burlington which first made Chicago commuters a happy bunch, with the introduction of comfortable double-deck coaches and the air-conditioning of the commuter-car fleet.

At the same time, shippers weren't being neglected. Consistently, Burlington has ranked among the industry's leaders in capital expenditures for new freight equipment (and just as consistently, CB&Q has been in the forefront of the continuing fight to boost per diem charges as a means of encouraging car ownership and easing the periodic car shortages that plague the Q and most of its neighbors). Murphy's road also has been quick to adopt new transport techniques—both those developed by others and those developed by Burlington's own men in cooperation with research and development people from the railway supply industry.

With all this emphasis on the new and the modern, however, Murphy—and Burlington—never have shut out the past. The retiring president's last

A SYMBOL OF PROGRESS IN FREIGHT CAR TRUCKS





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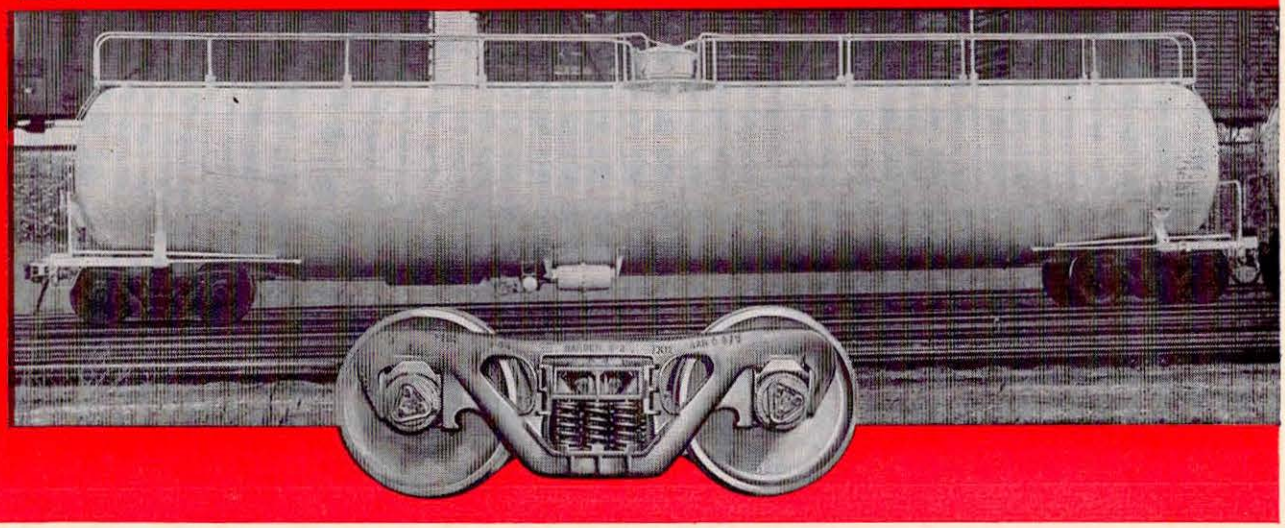

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RAILROADING AFTER HOURS WITH JIM LYNE

LYNE

MOTORS, PHONES, RAILS—I saw some figures recently, comparing General Motors, the AT&T system, and the Class I railroads. Total wages of the three groups were fairly similar (around $5 billion). Gross income varied more widely ($17 billion for GM and $10 billion each for the phone system and the railroads). The really wide variation came in return on net assets, which was over 24% for the automotive concern, somewhat over 8% for the phone company and slightly less than 4% for the railroads.

There's a temptation in a case like this to attribute the rate of profit to the degree of regulation or its absence—which is probably true, in part. But it might be more significant to limit the railroads included to the more prosperous ones. The fact remains though that, on the average, manufacturing is more profitable than the utilities; and the utilities' rate of return tops that of railroads by about 2 to 1—so the goal must be to bring railroad profitability, at least, up to the level of the utilities.

MISSING MIDDLE CAR—Burlington's Eldon Martin believes that the story of the mysterious absence of a car from the middle of a train when it arrived at its terminal (RA, May 31, p. 85), may have had its origin in a yarn by a British author. As EM recalls the story, it involved the theft of a "goods wagon" from the middle of a train. The thieves rigged up an elaborate system of ropes to hold the train together while they side-tracked the car, after which the two segments of the train were reunited. (There was no airbrake to complicate the problem.)

George Hinds, assistant to president of the ORC&B, says he heard of an instance like this on a local railroad while, as a youth, he was living in Detroit. The train made an emergency stop and the crew found the train broken-in-two, with angle cocks open at the break point. The train was recoupled and proceeded into Canada, where customs inspectors detected a car missing from the train's manifest. Inspection by daylight located the missing car in the ditch where the break-in-two had occurred.

Mr. Hinds later on entered train service and worked with members of the crew of the lost-car train, who pointed out to him the spot where the truant had been found.

TRANSIT'S HELPFUL FALL-OUT—The great attention now being given to rail transit (including suburban service) can well turn out to be beneficial to railroading as a whole, including freight transportation. Such benefits were happily labeled "fall-out" by WABCO's King McCord in his talk to P&S officers (RA, May 17, p. 64). Sort-of like the bees that are moved around where the blossoms are primarily to produce honey, but incidentally increasing the output of fruit.

Mr. McCord had in mind, particularly, the transit technology that is also applicable to other areas of railroad transportation. But it is certainly likely that, by one means or another, the deficits of this service are going to be steadily reduced or eliminated, to the industry's advantage. And, if successful in curtailing highway traffic congestion—the idea may catch on that freight by rail reduces highway traffic troubles just as much as rail movement of passengers does. Economy in land use is one of the railroad's big advantages, which is bound to be more widely recognized as population grows.

'TRAIN 'EM IN'—In the quest for a word meaning to *travel by train*—as 'fly' means to travel by air, or 'drive' means to travel by automobile—the Toronto Financial Post has what looks like an answer. Anyhow, in its June 12 edition it printed a headline "Rail 'em in." Its report went on to tell of the plans of the Ontario government to establish railroad suburban service east and west of the city—as an alternative to the necessity, otherwise, of building a lot of additional highways.

Nobody who reads the headline and the report will have any doubt as to the meaning of 'rail' as the Financial Post uses it. So why won't this word do in place of the longer phrases that are otherwise necessary? What do the ARMEA experts on railroad terminology think? (And thanks to my old wood-preserving friend from Hinsdale for the information.)

"gift" to the ordinary folks his line serves was a new lease on life for No. 5632—a 4-8-4 steam locomotive that has hauled thousands of kids and rail-fans on steam specials over the past few years.

● **Decision—and then . . .** Burlington had made the decision to retire the locomotive. It needed repairs. But the skilled craftsmen—boilermakers and others—are retired or dead. Shop machinery is gone. Parts are almost unobtainable, and must be made to order from railroad-furnished blueprints (which is one reason why firebox staybolts, which used to cost about 60 cents each, now cost Burlington $5.40).

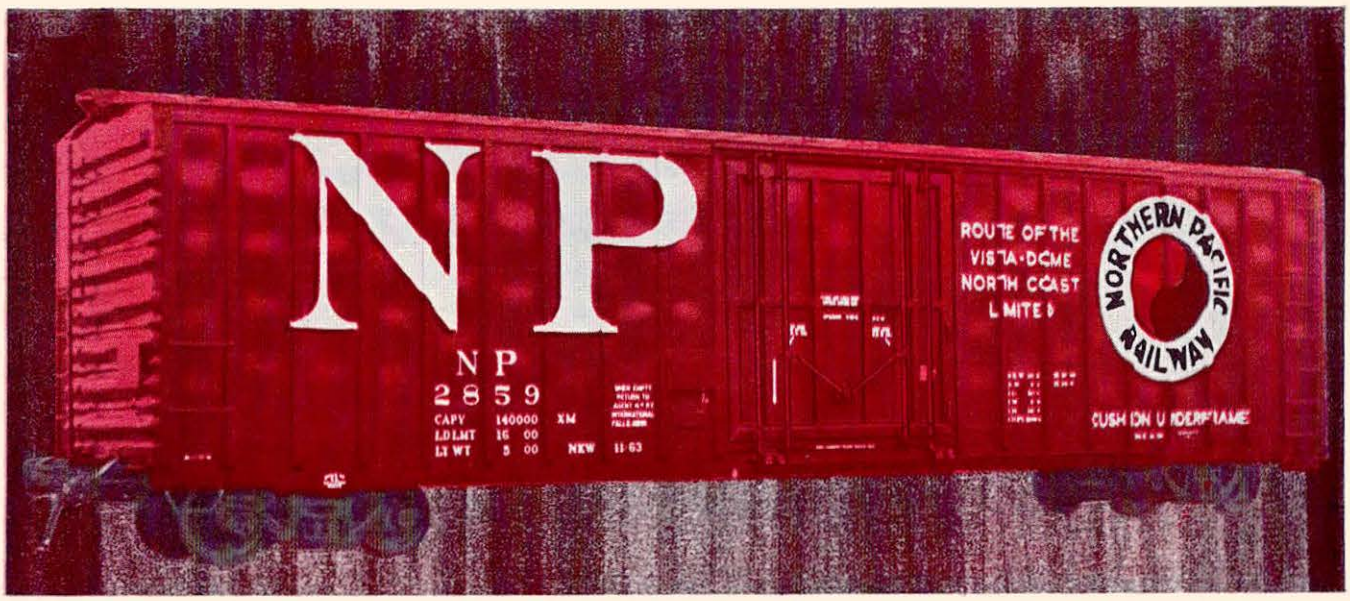
The letters poured in, then the rumor of 5632's retirement spread. In one youngster's scrawl: "I am eight years old and a railroad nut. My daddy takes me on your steam trips. Please save the engine." And from another youngster's father: "You see, Mr. Murphy, someday I'd like to show my children a real train like their father saw when he was young." Murphy, and Burlington, saw. No. 5632 will be rebuilt—hopefully, in time for the 1966 summer season—and the repairs should keep it going for another two or three years.

So Harry Murphy plans to leave the railroad after 51 years and after seeing just about every development he worked for—except, thus far, the long-delayed merger of his road with Great Northern and Northern Pacific. Originally, retirement day was set for July 1—but now it's expected he'll stay with CB&Q for a while longer. But, when the day does come, he and Mrs. Murphy plan to make more use of their summer home in Wisconsin; he talks of devoting more time to his family—three children and about a dozen grandchildren. Civic responsibilities in his home city of Aurora will keep him busy. And, in the offing, there's a trip to Mexico and a return to a hobby he hasn't had time for in close to 20 years—skeet shooting.

● **HCM, the man.** Murphy must rank with the greats of a great era in the industry. His own people put it this way: "A quiet, modest man. Practical—the heritage of a dedicated engineering career. Deliberate and certain in his undertakings. But more than that, a gentleman of uncommonly rare qualities who respected the rights and individuality of all. He enjoyed a life-long friendship with humanity . . . Harry Murphy earned an affection and esteem that perhaps no other president has exceeded and few have equaled. He piloted Burlington through the so-called 'fabulous fifties' and halfway through the 'sizzling sixties.' He will leave it a stronger railroad, and very much in debt to him." ■

ALL SMOOTH, ALL FLUSH INTERIORS MEAN NO DOORWAY SHIFTS, NO VOIDS. Shippers—and RR claims men know what this means! Superior door design for these rugged outside post single sheathed steel cars (which eliminates a ton of weight) has finished off the interior, filling the one remaining break in an otherwise smooth lining—the doorway!

Superiorinterior



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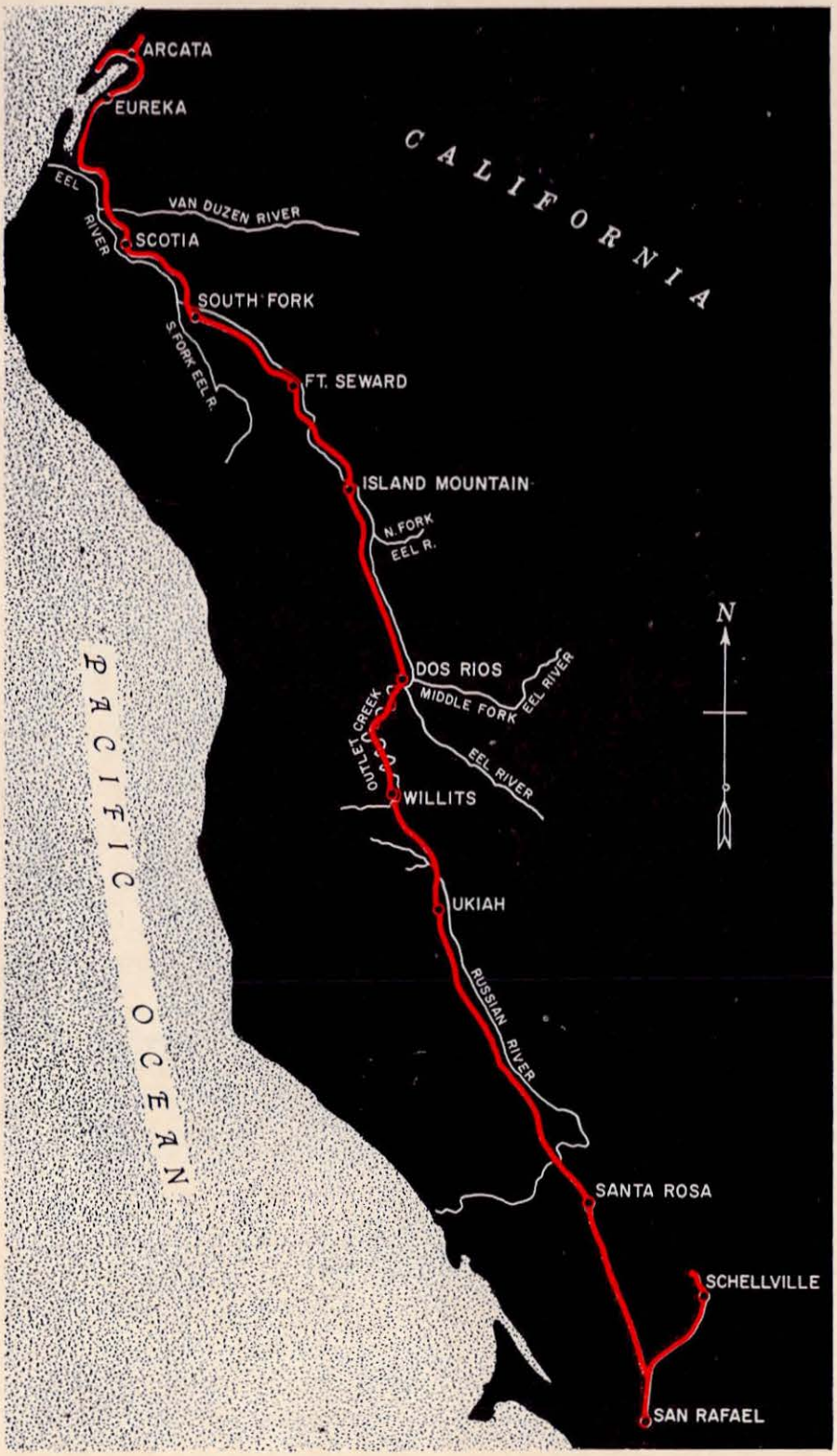
NWP hammers open a golden line

A disastrous flood hit the Northwestern Pacific last December causing $10 million in damage, closing 100 miles of line. Trains are once again moving over the NWP, and the economy of a region is getting back to normal.



NWP'S LINE TO THE REDWOOD EMPIRE
The flood obliterated most of the line between Willits and Eureka.

The sound of hammers striking a golden spike echoed through twisting Eel Canyon in northern California June 16, climaxing a ceremony that put the Northwestern Pacific back in business.

NWP's big day marked reopening of 100 miles of main line that had been closed since last December after having been hit by a disastrous flood. To the more than 3,000 persons assembled for the ceremonies—many of them shippers who depend heavily on the railroad—the resounding hammer blows had a golden ring to them. As the ceremonies ended and the tracks were cleared, the first lumber train to move through the area in 177 days rolled south.

In a trackside address, Southern Pacific President B. F. Biaggini expressed appreciation to all who aided SP's subsidiary, NWP, to get back into operation.

"Help has come to us from all quarters," he said, praising "our shippers, whose patience, forbearance, understanding and loyalty, and in many cases direct physical assistance—was a pillar of strength and confidence to us as we faced the appalling job of restoring 100 miles of rail through this canyon."

He said the celebration marked the "restoration of the railroad and the beginning of its second half century of service to this region of tall trees and warm hearted people."

Swinging at the spike along with Biaggini was U.S. Rep. Don Clausen (R.-Calif.), who helped get passage of legislation that provided disaster relief for the flood area. He lauded the railroad for its fast restoration job and "for granting reduced rates on lumber, so that it might be trucked to the nearest railhead during the period when the line was shut down."

The NWP began accepting dead freight from points south of South Fork June 7, and north of South Fork June 11. The embargo on LCL and perishables will remain in effect for now.

• **Business hard hit.** The suspension of rail service since Christmas week—when the swollen Eel River tore out miles of line between Willits and Eureka—had a paralyzing effect on the economy of Humboldt County. The principal industry of the region—lumbering — is almost totally dependent upon the railroad for its livelihood, as is the railroad upon the industry. Some 80% of the county's lumber production moves to California and transcontinental markets via NWP, accounting for 84% of the road's traffic.

When rail service was knocked out by floods some lumber traffic began moving by highway. Single truck convoys, running each night out of the Eureka-Arcata area, took detours over secondary county roads and logging trails to ship lumber products south. Other truck traffic was moved either directly to California markets or to railheads located at Ukiah on the NWP, and Redding on the Southern Pacific. These shipments, however, represented only a fraction of normal traffic.

In Del Norte County, transportation north was through the back country with equally tortuous detours because of bridge washouts. Shippers trucked their products north to the railhead at Coos Bay, Ore., or to the highway at Roseburg and then south for transportation to California markets.

As a result, shipping costs—with the necessity for longer hauls and much double handling—rose from 12 to 30% higher than normal.

• **Feeling the pinch.** As the flood waters began to recede, after having done $10 million damage to the NWP and $60 million in the Eel River basin, the after-effects of the disaster began to be felt.

Lumbering operations, which add up to $160 million in Humboldt County each year, accounting for 73% of its basic economy, were cut back 40%. Thirty mills were completely closed, seven others operated at reduced capacity, and 4,000 persons were out of work. Flood relief and rebuilding created some work, but the effect on industrial supply houses, community business and service industries was immediately apparent.

By Feb. 1, unemployment in the Humboldt County forest industry rose to 45% and wage losses totaled well

(*Continued on page* 60)

DRIVING A POINT

Southern Pacific President Benjamin F. Biaggini, right, joins U.S. Rep. Don Clausen (R.-Calif.) in swinging away at a golden spike at ceremonies reopening the NWP June 16 at South Fork, Calif.

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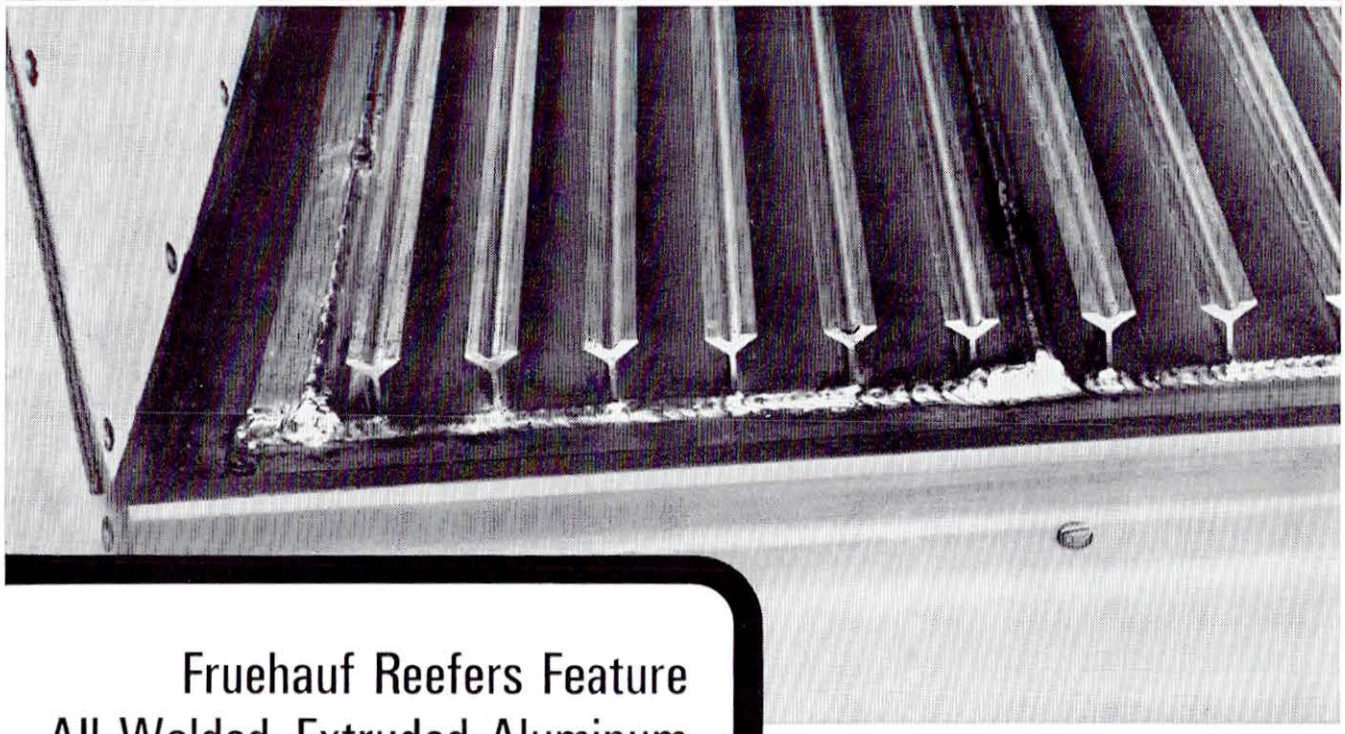

Fruehauf Reefers Feature All-Welded, Extruded Aluminum Floor Construction...

WATER-TIGHT AIR-TIGHT EXTRA-STRONG!

"Rigidized," all-welded Fruehauf extruded aluminum reefer floors provide these five important, profit-building advantages:

- **WATER-TIGHT**—All-welded construction prevents moisture from leaking through into insulation and sub-floor. No need for commonly used caulking compounds that dry out and shrivel up, causing leaks. Welded seams stay tight.
- **EXTRA STRONG**—"Rigidized" by welding, a Fruehauf reefer floor takes the pounding of lift-truck loading in stride.
- **EASY TO CLEAN**—Water-tight, welded seams let you wade in with plenty of hot steam and detergent for fast, thorough, safe clean-out.
- **JOB TAILORED**—Four basic extruded aluminum Fruehauf floor types are available: 1¼" "Tee"-type, Smooth-type, and Duct-type, and 2¼" "Tee"-type. One of them is made-to-order for your requirements.
- **LASTING VALUE**—Fruehauf Reefer Trailers traditionally bring top dollar at trade-in time.

So, at your next opportunity, take a close look at a rugged Fruehauf reefer. Size it up for yourself. Its durable, practical extruded aluminum floor is only one of dozens of product advantages you'll find—all good reasons why there are more Fruehauf Trailers on the road than any other make. **Fruehauf Division, Fruehauf Corporation, 10940 Harper Ave., Detroit, Michigan 48232.**

Fruehauf uses a special, exclusive, mobile welder to join its extruded aluminum reefer floor boards with a continuous seam. Hand welding is used to fuse floor boards to aluminum frame cross members in front and rear. Continuously welded floor seams make floors absolutely leak-proof, increase the torsional rigidity of the entire Trailer so that it easily withstands the bumps and jolts of heavy-duty operation.

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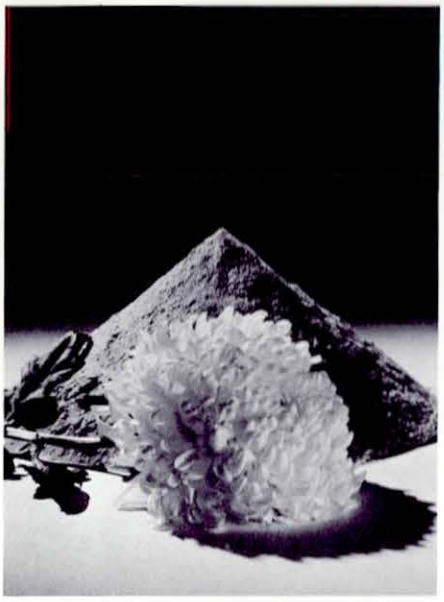
Mulberry, Florida to Savannah, Georgia—135 tons



World's biggest, most versatile covered hopper car is made of USS **Tenelon** Stainless Steel.

Atlantic Coast Lines calls its new super-capacity covered car the "Whopper Hopper." It accepts any kind of bulk from food to chemical fertilizer, minimizing deadheading. Between ladings, it cleans itself with a jet-spray water flushing system built into each of the four compartments. That's where TENELON Stainless Steel shines. No other metal is as readily, thoroughly "cleanable," yet so strong. USS TENELON, in fact, is almost twice as strong as conventional stainless steels. This allows thinner sheets to be used in fabricating hoppers, roof, and all the lading-contact areas. Two other high-strength low-alloy steels, USS COR-TEN and TRI-TEN Brands, were used to keep exterior structural components strong but light.

ACL's "Whopper Hopper" was designed and built by Pullman-

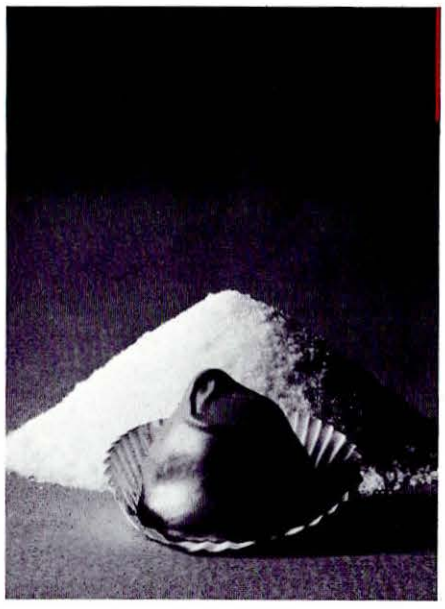
USS **United States Steel: where the big idea is innovation**

# of phosphate. Backload—sugar!

Standard. The car has been in test use for only a few months, so there are not yet any documented records. But unofficial reports indicate it will do everything its remarkable 100-ton TENELON Stainless Steel predecessors will do... only bigger.

Four easy-access hatches and extra-large, adjustable-flow discharge gates allow all USS TENELON Stainless Steel cars to handle hundreds of commodities, including corrosive lading, with safety and ease. These include: Soybean meal • Ammonium sulphate • Magnesite • Super-phosphates • Granular coal • All cereal grains • Dimethyl terephthalate • Soda ash • Sugar • Chemical fertilizers.

For details, write for our booklet, "USS TENELON Car," United States Steel, Room 7969, 525 William Penn Place, Pittsburgh, Pennsylvania 15230, or call our nearest district office. Export Distributor: United States Steel International, Inc., P. O. Box 75, New York 10008. USS, TENELON, COR-TEN, and TRI-TEN are registered trademarks.



'You don't miss them till you don't have them'

"Your first gold-spike ceremony? It's my first, too," confessed B. F. Biaggini, Southern Pacific president, as we discussed the just completed spike driving at South Fork, Cal., marking the reopening of SP subsidiary, Northwestern Pacific. "And," he added, "I hope there's never another one like this."

What he meant—and what was obviously the fervent wish of the railroaders, shippers and residents gathered on the edge of that giant redwood grove in California's Humboldt County—was that heavy rains like those of late last year might never again damage the NWP so that service could not be resumed for six long months.

And they had been long months. They had seen employment and the economy sag badly throughout the Redwood Empire with the ubiquitous lumber-industry deprived of economical transportation. NWP had poured $10 million into the 100 miles of its flood-wrecked main line between Willits and Eureka. And the NWP restoration had been no temporary patchwork. Immediately after the spike driving, three 1,750-hp GP-9s rolled over the newly completed track pulling 71 loads—practically a solid consist of forest products— which were the first cars to move all-rail from Arcata, Eureka, and Scotia in 177 days.

The seventeen shippers of forest products represented in that train had an appreciation of rail service that had come the hard way. "You sure don't miss them till you don't have them," one lumber company traffic manager told me as he admired his carloads slipping past in that NWP freight. There were placards and congratulatory banners on almost every car in the train. The Northern California forest products producers involved were: Arcata Redwood Co., Baxter & McCormack, Brightwood Lumber Co., Cal Pacific Redwood Co., Eel River Sawmills, R. H. Emmerson & Son, Georgia-Pacific, Halverson Lumber Products, Koppers Co., Miller Redwood Co., Pacific Lumber Co., Park Corp., Peavey Lumber Co., Simpson Timber Co., Twin Parks Lumber Co., U.S. Plywood Corp., and Weyerhaeuser Co. And there was a diversity of forest products—wall board, plywood fir timber, redwood lumber and creosoted poles—making up those loads.

L. T. Marshall, general manager of the local U.S. Plywood operation, speaking for all of the Humboldt County forest products industry, told the thousands gathered at the spike driving that it had never occurred to him how vital railroads are for the forest products industry . . . not until the last six months when there was no railroad. Even though President Biaggini had already cautioned that NWP restoration was far from complete and that it would be some time before "quality" service could be assured here were shippers anxious for rail service—*any* rail service.

Les Westfall of the Eureka Chamber of Commerce got to the heart of the problem: "We couldn't get rid of the poorer lumber grades because we couldn't afford to ship them." This despite rate concessions granted by NWP and SP for products trucked to Redding, Willits and Fort Bragg for rail haul. Even so, many of the low-value products could not be delivered economically to customers with only the penalty of a relatively short truck movement. So either they were not produced, or were produced only until all available local storage was full. Then there was no more production.

"The plywood industry in Humboldt County normally employs about 2,600 people—24% of total forest industry employment — and the dry lumber industry another 1,000. Loss of rail service has contributed to the unemployment of about 2,000 of these people since the December floods," explained F. Landenberger, secretary-manager of the North Coast Timber Association.

"Without rail service we can operate at 50% capacity," said E. Carpenter, vice president and general manager of Pacific Lumber Co. "We sincerely appreciate the extreme effort of the NWP and its personnel in overcoming the almost insurmountable problem of opening the lifeline of our economy."

"Under ordinary circumstances," concluded Mr. Biaggini, "if this railroad were located almost anywhere else but here—and in view of the almost complete obliteration it suffered—there would have been a very substantial question of even attempting its rebuilding. But here there is a close, almost unique, inter-dependence between the railroad and the industrial economy. The area depends on the railroad to carry some 80% of the lumber and forest products to market, and the NWP depends on the lumber industry for 84% of its traffic. Even when the tremendous magnitude of the flood damage was known—some $10 to $11 million—rebuilding of the railroad was already under way. And there was never any question but that it should be restored."

Coming back to Eureka from the gold-spike ceremony 47 miles south, we passed a lumber-mill siding on which was a box car from the far-off Pennsylvania with the Pennsylvania Dutch slogan "Don't stand me still" painted on its sides. Obviously, NWP's resumption of operations would soon bring this trapped car's long inactivity to an end. And there was probably a lesson to be learned from the experience of an area during those six long months when its entire railroad—from an operating standpoint—had stood still too.

—**F. N. Houser**

(Continued from page 55)

over $6 million. In Del Norte, 213 persons, out of a normal winter force of 1,900 persons, were without jobs. By late February, most mills not directly damaged or wiped out by flood waters had resumed operations. Still, 2,000 persons remained unemployed until NWP opened its rail line June 16.

● **That vital rail service.** "We never miss the water until the well goes dry," a comment made by Eureka Mayor Fred Thevenin, seemed to sum up the feelings of many whose livelihood is tied to the NWP-regional industry interdependence.

"The necessity for re-building was never questioned," says SP Chairman D. J. Russell. "For over 50 years rail transportation has been essential to the economy of the Redwood Empire. Its people simply had to have a railroad."

On June 16 the people got back their railroad, and the trains rolled. ■

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The first 50 of these Ortner 7000 cubic-foot capacity, 100-ton Rapid-Discharge* Hopper Cars have been a major factor in transforming a once-modest wood chip production area on the L. & N. into a "blue-chip" business. Now, the second 50 cars are being delivered to the L. & N.

Many design features of this car complement the Ortner Rapid-Discharge hopper door construction to make possible immediate unloading, with car shaking practically eliminated.

If you are interested in promoting wood chip service on your lines, you should be interested in this Ortner-built hopper car. Ask for one of our representatives to call.

95 tons of wood chips are shown loaded in this Ortner 7000 cu. ft. Rapid-Discharge Hopper Car. Illustration below shows this car coupled to a standard 50-ton coal hopper. It's easy to see why the trade calls these cars "monsters."

Portions of the design are covered by Patent Applications.

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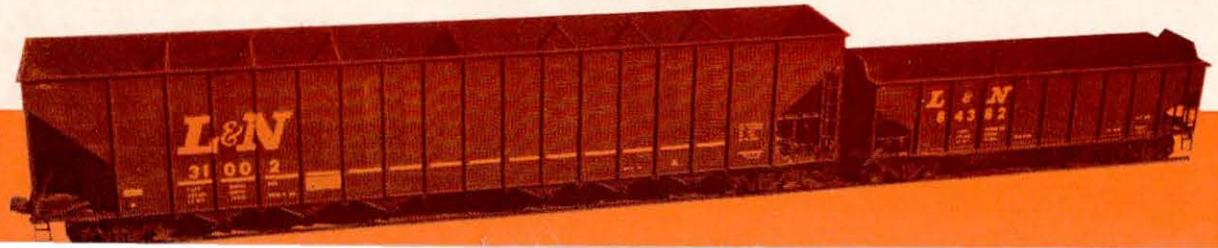

Some 28,000 commuters ride the New Haven into New York each day.

A way to make NH commuter runs pay?

Service into New York can be made a paying proposition, a study finds. But modernization would cost about $31 million.

Fast commuter service on the New Haven between Grand Central Terminal and points in Connecticut can be made a self-sustaining operation, according to findings of a private study released last week.

At a news conference in New York, spokesmen for the New Haven Commuter Study Group said such a plan would make exclusive use of multiple-unit cars. Some $31 million would have to be spent on modernization to implement the program.

The four-month study, made by the engineering firm of DeLeuw, Cather & Associates, was financed by businesses and civic groups in New York and Connecticut. A total of $30,000 was contributed to pay for the study.

In Washington, meanwhile, the Housing and Home Finance Agency approved a demonstration grant of up to $3 million for the New Haven, which will help the road keep commuter service running for the next 18 months. New York and Connecticut will each contribute $750,000 in matching funds for a total of $4.5 million.

• **Making the New Haven pay:** "Contrary to generally held opinion," the Commuter's report states, "it appears the self-sustaining operation of the New Haven commuter service is indeed possible." It estimated that revenues, under essentially the same rate structures as exist now, would be $19.5 million a year by the end of the second year of operation. With expenses and fixed charges estimated at $17,920,000, net income before taxes would be $1,580,000 per year.

The engineering study calls for using only 18 of the 40 commuter stations now served by the New Haven on the lines to New Haven, Danbury and New Canaan. The proposed fast service would terminate at Westport, about 43 miles from New York City. Of the railroad's total of 272 miles of track in the area, only 100 miles would be used in the service.

It's proposed that the entire 24-mile long Danbury branch, and all commuter service east of Westport—some 29 miles to New Haven—would be eliminated. Additional savings in the number of miles of tracks operated would be made by sharing the four main line tracks with the New Haven's long-haul passenger and freight service.

• **The modernization plan.** The estimated volume of commuter traffic—now at 28,000 persons a day—would be handled with 175 MU-type cars. The road now has 100 of these cars. The additional rolling stock, 50 new 400-hp MU motor cars and 25 trailer coaches, would cost $15.7 million.

Existing stations and platforms would have to be reconstructed to accommodate the new MU cars. The new equipment would require platforms at car floor height. The price tag for this renovation would be $2 million.

All of the cars used in the operation would be maintained and repaired at new facilities in Stamford. A storage yard would be built at Westport. Capital outlay for yards and repair shops would be $6.2 million.

Rehabilitation of track, electrical and signal plant costs would be $600,000, and $6.4 million has been allowed for organization, engineering and transition expense and contingencies.

Under the proposed operation, each train crew would consist of one engineer and a trainman for every three cars. Forty-five train crews of four men each, for a total of 180 men, would be required for normal weekday operation. Figured at the rate of $9,000 per year, per man, total crew costs are estimated at $1,620,000 annually. New Haven trains currently use seven-man crews.

• **Letters to Governors.** The study group sent its report to New York's Gov. Nelson Rockefeller and Connecticut's Gov. John Dempsey with a covering letter which said in part:

"Separation of the commuter service from the rest of the railroad and institution of progressive management could lead to improved service to the public without imposing an additional burden on the taxpayers.

"The investment banker associated with the group has expressed the opinion, based on the conclusions of the report, that with the passage of the Commuters Transportation Act in New York, financing by public borrowing can be accomplished and the operation would be self-liquidating without becoming a financial burden on the States of New York and Connecticut. Based on this opinion, the Study Group has expressed a willingness to consult on

the formation of a private operating entity to contract for operation of the West End commuter service."

Dr. William J. Ronan, who last week was appointed by Gov. Rockefeller to the $45,000-a-year chairmanship of the Metropolitan Commuter Transportation Authority, called the study "a very substantial contribution." He said the proposals that public contributions underwrite the cost of rolling stock and capital improvements, leasing of trackage, and contracting for private operation could "come close to meeting operating expenses out of operating income."

Frank P. Davidson, chairman of the commuter study group, and president of Technical Projects, Ltd., said that if the study's proposals were implemented, the modernized service could be in operation within 24 months.

Members of the study group's executive committee are Dr. Paul W. Cherington, professor of transportation at the Harvard Business School; M. A. Lowenthal, general manager of the container division of Mobil Chemical Co.; Cyril C. Means, Jr., former arbitration director of the New York Stock Exchange; Norman dePlanque, an investment banker, and Edward B. Winslow, a lawyer. ■

Construction begins on N&W Ohio freight 'hub'

Norfolk & Western has begun work on its new $13.5 million electronically-operated retarder yard at Bellevue, O., a facility that, when completed, will spread out over 450 acres.

Designated to be the hub of the new N&W system, Bellevue—60 miles west of Cleveland—had average traffic of nearly 2,800 cars a day last month. The new hump yard will more than double Bellevue's capacity, and will permit the road to speed freight schedules.

Tracks from Bellevue fan out to seven different N&W routes: northwest to Toledo and Detroit, north to Sandusky, east to Cleveland and Buffalo, southeast to Brewster and Pittsburgh, south to Columbus and other points on the original N&W system, southwest to St. Louis and Kansas City, and west to Fort Wayne and Chicago.

The construction project is the largest undertaken by the N&W since completion of Pier 6—the world's largest and fastest coal dumping facility—two years ago at Norfolk, Va. Nearly a million cubic yards of earth will be moved and 70 miles of track laid in construction.

The new yard will be highly mechanized. Cars moving over the hump will be sorted into classification tracks at the rate of 3,000 or more a day, with the aid of automatic switching, radar-controlled retarding and data supplied by a digital computer.

An efficient car repair facility, arranged in a "U" shape, will be built adjacent to the classification yard. Cars requiring repairs will be routed directly from the hump to the repair yard via a transfer table and then through a repair line. From there the cars will be moved to outbound trains.

A new administration-yard office will be built near the hump, and smaller buildings erected at several locations in the yard. A modern dormitory-restaurant will be constructed adjacent to the yard. ■

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NEW P-52 UNDERTRACK BULK MATERIALS CONVEYOR

Unloads cement and other bulk materials faster . . . more economically!

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In on-the-job situations, Andrews P-52 Conveyors unload 130 barrels of bulk cement in 12 minutes from a rail hopper car. (Other system takes 50 minutes.) The Andrews P-52 moves all kinds of bulk materials at rates of 3,600 cubic feet per hour. Two Andrews P-52 Conveyors get the job done in a fraction of present unloading time, practically eliminating demurrage costs.

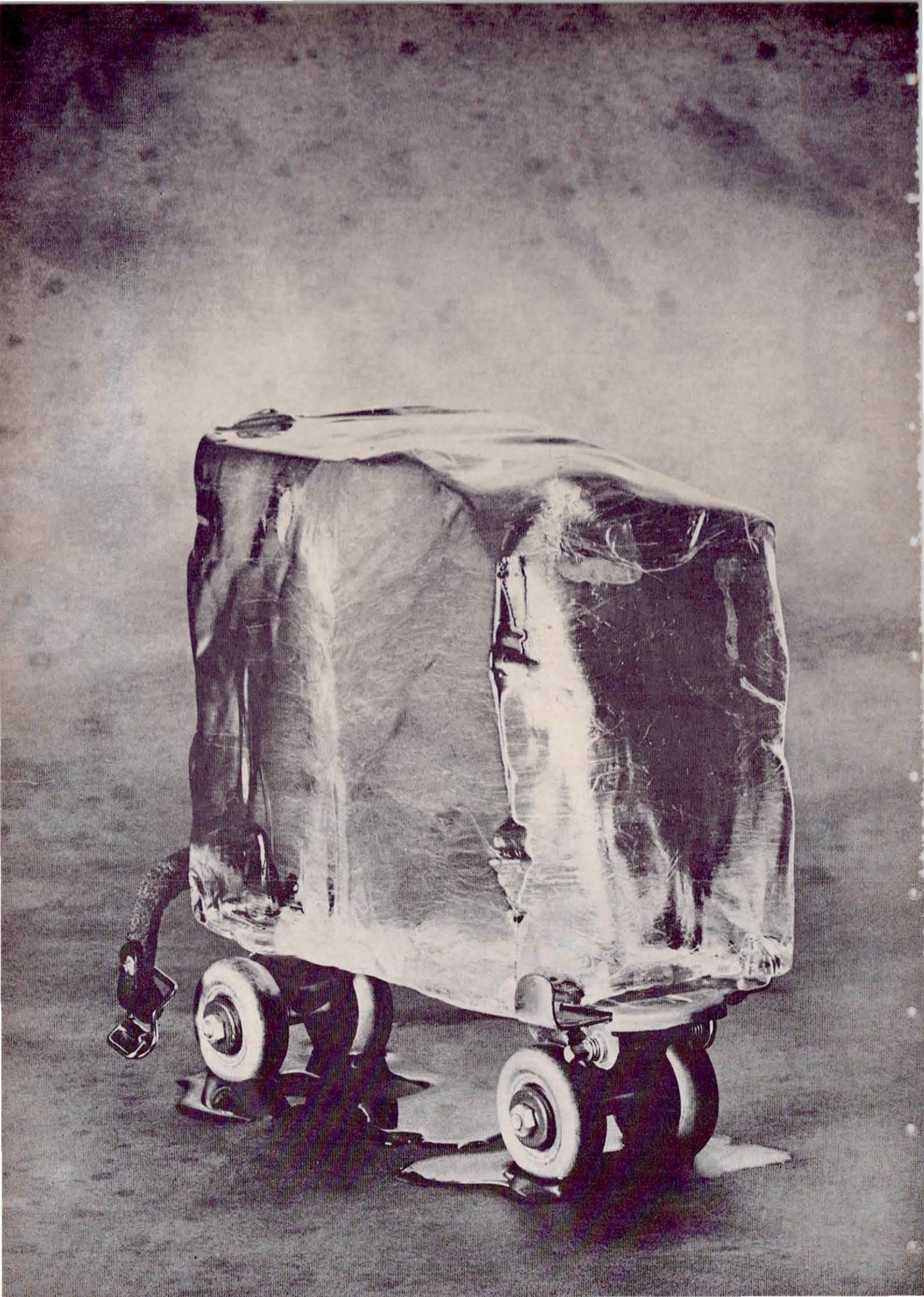
COMPLETELY PORTABLE

Just hitch it to a truck! The Andrews P-52 tows easily to the most distant rail sidings. One man hauls it . . . one man installs it . . . one man and one Andrews P-52 turn any rail siding into an efficient, twice-as-fast bulk material unloading site!

GIVES TOUGH DAY'S WORK . . . EVERY DAY

Engineer-designed and field tested to insure its rugged, weather-proof construction, including enclosed bearings, enclosed power transfer, heavy duty auger flighting, and rugged over all construction.

ANDREWS



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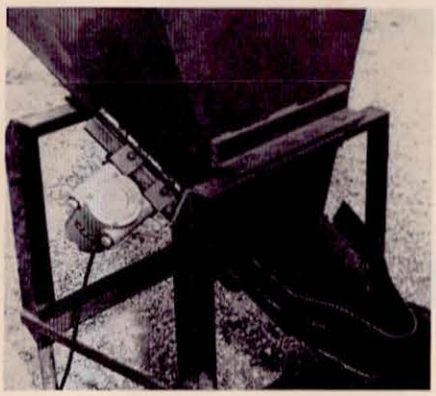
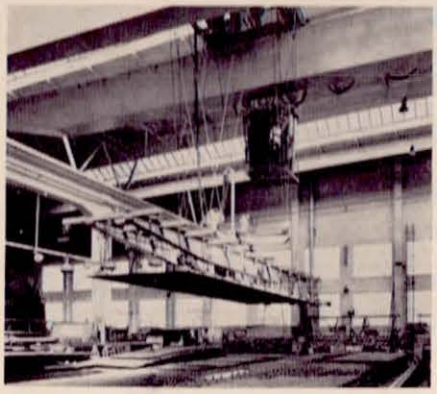
NEW PRODUCTS REPORT



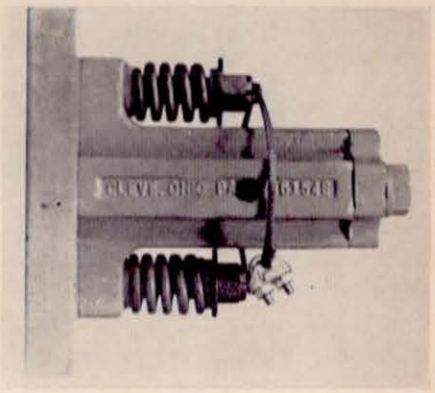
Electric Vibrators (RA-1)

The portable CVE high-frequency, intermittent-duty vibrators are said to be ideal for fatigue testing, vibrating tables, and moving fine or sticky materials from hoppers or chutes. Units, which reach frequencies of 10,000 rpm, are available in three sizes and can be mounted in any position. They operate on 115 volts, ac or dc, and can be plugged into any light socket. The vibrators weigh 13 lb and produce a force of up to 45 lb. *Martin Engineering Co.*



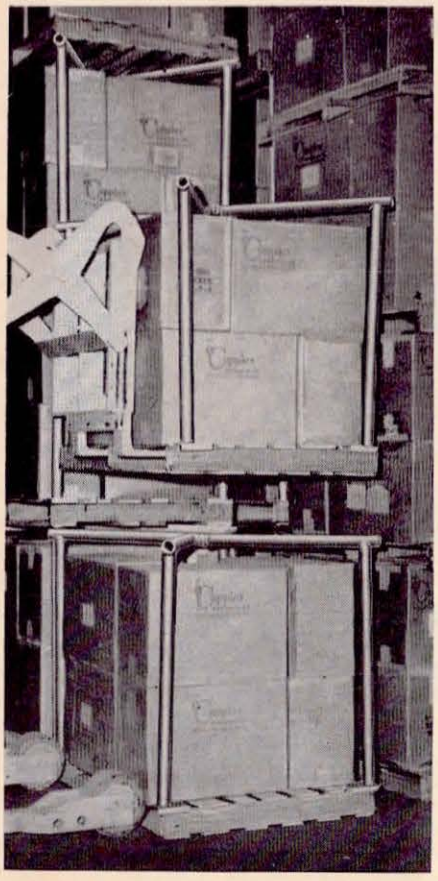
Steel Handling (RA-2)

Time required to unload 100 tons of steel plate from a railway car and to stack and classify it in storage area, it is said, can be reduced to as little as 5 man-hours with the Vianova system. System is based on horizontal handling, storage and transport of plates using special type magnetic cranes, conveyors, and transport cars. A buffer battery floated across magnet's power source keeps load suspended should current fail. *Ampower Corp.*



Impact Type Vibrator (RA-3)

Spring-Tite mounting of the Vibran-type vibrator is said to practically eliminate bolt breakage. Heavy-duty springs are slipped over two studs which attach the vibrator to the bin and nuts tightened against spring pressure. A wire loop passed through holes drilled near stud ends prevents nuts from loosening. Rebound stress of a damaging force is absorbed by the spring mounting. Aircushioned vibrators are also available. *Burgess & Associates, Inc.*



Tiering Frames (RA-4)

Reverse U-channels of square or round tubing comprise the two members each of Series 1500 and 1600 Paltiering frames. Members, assembled in a positive locked frame, form an X with a slip-fit wedge lock. Vertical members of Series 1500, for corner pallet assembly of bagged or uncartoned goods, lock in place at corners. Loads can extend over pallet sides. Vertical members of Series 1600 are for center pallet assembly of coils on other products. Frames store flat. *Paltier Corp.*

RAILWAY AGE WEEKLY

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COMPANY .....

ADDRESS .....

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6/28/65

☐ Please send information about subscribing to Railway Age

Johnson Wax leases cars

(Continued from page 47)

unloading in cold weather."

● **Deliveries end next month.** Construction by North American of Johnson's cars began early this year. The first car, numbered 49000, rolled off the line on March 10. Fifty cars have been delivered so far and 20 more—completing the order—will be working for Johnson by the middle of July.

How will Johnson be using its new cars? "We'll keep on using regular railroad-owned cars for quite a while," says Hoppe. "After all, these 70 cars can handle only a minor part of our entire shipment load. So we plan to confine the use of these newer cars to our long hauls, where they can pay themselves off as quickly as possible."

Hoppe does take a shot at present mileage-rate levels, though. "If mileage allowances were to be increased—and I sure hope they will be—we'd consider leasing more cars," he says. "We leased these 70 cars and no more—at least at present—because we figured we could keep them running enough and realize enough savings in using them to make them effectively pay for themselves within a reasonable period. If higher mileage rates were to be applied under our lease, we'd in effect have more money for leasing more cars."

The necessity for keeping the new cars moving—or any others, for that matter—leads Hoppe to another cost-control measure. "We're in the process now of reviewing our routing setup," he says. "Wherever we find we're incurring unreasonably long turn-around times, we'll make changes."

But the new cars already are showing up well in the constant effort at Johnson to reduce costs. "With fork-lifts and pallet loading, we can load one of the new leased cars in a total of four man-hours," Hoppe says.

● **Less damage, too.** "That's better than 60% faster than our time in loading a regular car," Hoppe adds. "Elimination of bulkheading and the retirement of those charcoal heaters for winter travel also is helping. And our damage has been reduced—we don't know yet exactly how much, percentagewise, because we've only had the new cars since late spring—but it has gone down. And the larger loading capacity is helping us to cut down on supplemental shipments by truck."

Add it all up—and don't forget to include the free advertising afforded by that "JWAX" reporting mark — and you've got Hoppe's concluding remark: "This is a regular Cadillac of a car." ■

For the boys who like Bay Type Cabooses

We build them with Safety, Comfort and Visibility combined

There is a reason why 13 leading U.S. railroads use International Bay Type Cabooses. In fact, there are several reasons. Visibility, comfort, reliability, safety. We could go on and on — like these International Cabooses do — for years and years of economical service. But why not get in touch with one of our representatives. He can give you the whole story including the thousand and one variations with which we can custom-build them.

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A NATIONWIDE LEASING COMPANY Subsidiary

How can management tell its story?

(*Continued from page 45*)
ment the network of local, general and executive boards as do the ladies' auxiliary organizations of many brotherhoods—all of which help create the environment within which the railroad employee lives, as do the many publications issued by the brotherhoods individually and the paper, Labor, which they publish collectively.

● **Personal contact important.** Paddock expressed his conviction to the seminar that "the real power of the brotherhoods is their use of their extensive system of personal contact. Most of the men will listen better than they will read. The hundreds of men in the brotherhoods who act, think and work for their unions, and who support their fraternal objectives as well, are the key to brotherhood success in employee communications."

Noting that labor and the industry have both accused one another of distorting and misstating facts, Paddock urged the specialists to avoid recrimination and name-calling when they formulate industry communications programs, and to concentrate on programs that will be directed to the welfare of the industry as a whole and to the industry's pressing competitive problems. "Ordinarily, the men hate to see railroad business on the highways, on the rivers or in the air just as much as we do . . . any program you adopt must have for one of its objectives the fostering of employee confidence. The psychological effect of men working together against a common adversary is very real and very affirmative."

In Paddock's view, "Now is the time to consider the mounting of a full-scale program of public appeal and legislative effort to deal with the competition and to obtain equal treatment under the law, in which program railroad unions and railroad management would work together as partners."

● **Panel poses problems.** A trio of labor relations men at the RPRA-RPA-ARMEA seminar on communications outlined some of the serious problems created by inadequate communications in the industry.

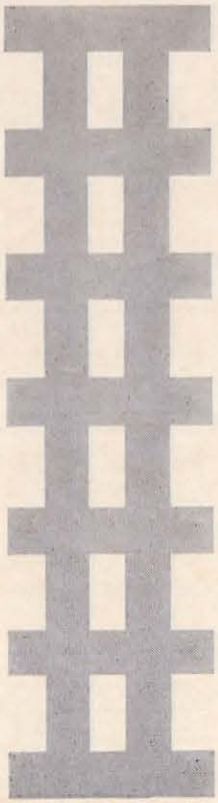
San W. Seeman, director of personnel administration for the Pennsylvania, noted that employees may not give their best efforts because they do not properly understand the consequences of inefficiency. The solution, though easier said than done, is to have them understand their jobs—as they fit into the over-all industry scheme of things. Both employees and supervisors do not adequately understand each other's work, noted Seeman, and this area is one of the main problems that need to be tackled by an upgrading of communications.

Thomas C. DeButts, assistant to vice president-personnel, Great Northern, asked the conference, "Can we hold our people together in a vacuum of facts?" Noting that an underpaid, surly and dissatisfied work force won't achieve managements' objective of efficient, profitable railroads, DeButts stressed the difficulty of achieving balance in industry communications, because of the vested interest that union leaders have in a dissatisfied work force. "If employees are satisfied, union leaders will undertake to crowd into management areas. Political union types will undertake to create dissatisfactions as a way of generating a platform."

DeButts, too, stressed the importance of solving the communications puzzle, especially when unrealistic demands are made on the carriers. "Workers don't even understand that money paid to retired workers [in supplemental pension plans] is money that can't be paid to active workers."

One railroad's efforts at finding the key to the communications problem was cited by Illinois Central Vice President Earl Oliver. Stating that IC's policy is that there should be direct management communication to employees, Oliver outlined three questions his road has asked when seeking answers. "Is there some reliable way of finding what employees think — as opposed to what unions say they think? What bothers employees—as opposed to what unions say bothers them? How do we get our views to employees without alienating the unions?"

IC's answers to those questions, while incomplete, have resulted in several information activities aimed at improving the communications climate on the IC. IC issues a newsletter to supervisors and management with important interdepartmental information, news and trends. IC's magazine carries factual, honest reports of labor negotiations and progress. Letters to IC employees on particular changes and developments have helped smooth the way in recent management moves to improve company operations. ■



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Henry E. Keniston
Ortner

PEOPLE IN THE NEWS

ASSOCIATION OF AMERICAN RAILROADS.—C. H. Stock, Chief claim agent, **Norfolk & Western,** St. Louis, Mo., elected Chairman, General Claims Division, AAR, for 1965-1966.

BURLINGTON.—W. F. Doran, assistant general purchasing agent, Portland, Ore., retires July 31 after more than 46 years of service.

CANADIAN NATIONAL.—D. H. Green, acting engineer of signals, Montreal, appointed engineer of signals.

Robert P. Rennie, manager, technical research center, appointed chief of technical research. **Arthur T. G. Westbrook,** controller of tests and materials research, named coordinator of materials and processes research. **Paul J. Foliot,** production planning analyst, appointed work study officer.

CHESAPEAKE & OHIO.—P. D. DeHamer, district sales manager, Grand Rapids, Mich., appointed assistant regional sales manager, Detroit. **W. J. Letang,** sales representative, Montreal, Que., Canada, appointed district sales manager, Chatham, Ont., succeeding **K. M. Hanley,** who replaces Mr. DeHamer at Grand Rapids. **E. G. Brown** succeeds Mr. Letang at Montreal.

R. L. Weed appointed project coordinator, Huntington, W. Va. Mr. Weed will be responsible for coordinating C&O Mechanical Department projects and handling major material and reclamation requirements.

James C. Koliha, systems designer—data processing, appointed methods and procedures officer, Purchases & Materials Department, with headquarters as before at Baltimore.

FRISCO.—Roy P. Hamilton, superintendent of safety and rules, retires June 30.

INTERSTATE COMMERCE COMMISSION.—Henry L. Hilzinger has been appointed chief, Section of Railroad Safety, Bureau of Railroad Safety & Service, Washington, D.C. succeeding **Howard R. Longhurst,** named assistant director of the Bureau (RA, June 21, p.70). Mr. Hilzinger has been chief of the section's l gal branch since 1961.

LOUISVILLE & NASHVILLE.—James H. Vaughn, commercial agent, Birmingham, Ala., named general agent there, to succeed **Edward W. Lurton,** who retires June 30.

MILITARY TRAFFIC MANAGEMENT & TERMINAL SERVICE.—Col. Ronald D. Bagley, USAF, director of freight traffic, has been assigned to Brooklyn, N.Y., as deputy commander, Eastern Area Command.

NEW YORK CENTRAL.—J. Robert Clark, division engineer, Western Division, Chicago, appointed division superintendent, River Division, Weehawken, N.J.

NORFOLK & WESTERN.—J. Frank Smith, general freight traffic manager—rates, Roanoke, retired June 1 after more than 49 years of service.

PENNSYLVANIA.—J. A. Early, engineer electronics, Philadelphia, appointed engineer communications and signals, Chicago, succeeding the late **C. P. Huth.**

Thomas K. F. Turner, district sales manager, Philadelphia, appointed freight sales manager, New York District effective July 1, succeeding **Vincent J. Floyd,** recently named general manager, industrial development—system. **Fred K. Price,** district sales manager, Cleveland, succeeds Mr. Turner at Philadelphia.

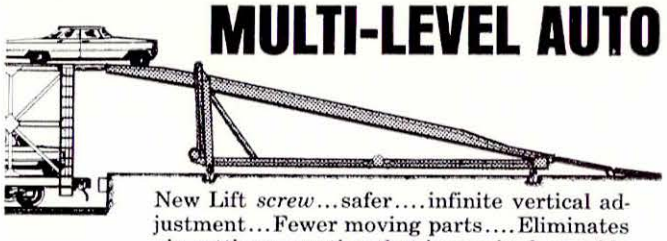
PORT AUTHORITY TRANS-HUDSON.—John F. Hoban, superintendent of Rail Programs and Standards, appointed general superintendent, Railroad Operations, succeeding the late **LeRoy H. Stecker. Edmund A. Duszak,** Rail Project Coordinator, Rail Transportation Department, appointed to the new post of assistant general superintendent, Railroad Operations.

REA EXPRESS.—Harvey M. Johnson, Jr., vice

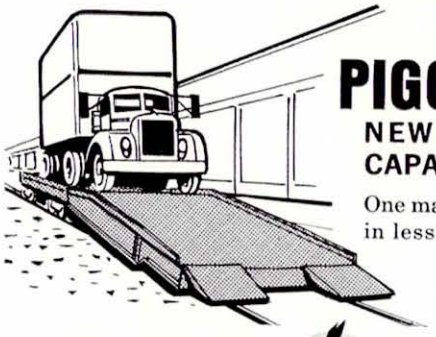
(Continued on page 72)

LOADING RAMPS

MULTI-LEVEL AUTO



New Lift *screw*...safer....infinite vertical adjustment...Fewer moving parts....Eliminates pin setting operation that is required on cable models. 3 MODELS...*Mobile, Rubber-Tired ...Transverse Rail...Semi-permanent Dock.*



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NEW 120,000 LB. CAPACITY MODEL

One man can set up ramp in less than 10 minutes.

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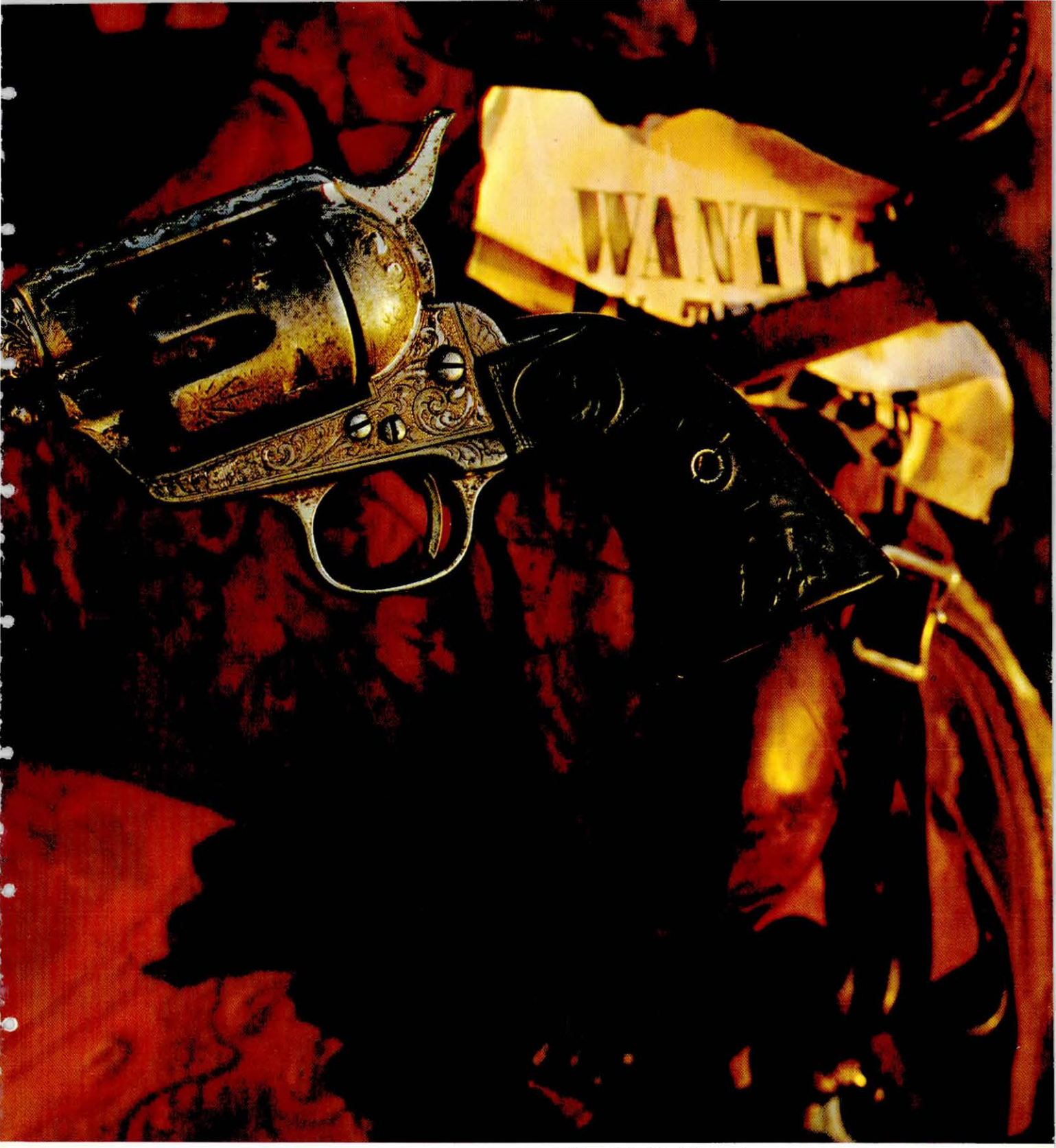
OLD RELIABLE

The Colt single-action .45 is the most popular revolver ever made. Simple in design, rugged, and extremely reliable (it could operate even if dropped in sand) the Colt was first adopted by the Texas Rangers—men who worked and fought on horseback to bring peace to the West. Very accurate at normal pistol ranges, with the stopping power to drop an opponent or wild animal, this gun was called the "Peacemaker" Model. The famous silver plated revolvers carried by General George S. Patton Jr. through the Mexican Campaign in 1916 and through two World Wars, were Colt .45 Peacemakers. Though it was first made in 1873, the single-action Colt is still popular and it is possible today, more than 90 years later, to buy a new Colt single-action revolver.



Photograph by Arie de Zanger—from THE TREASURY OF THE GUN

Today, there are a number of car cushioning devices from which to choose. Some—but not all—of them approach the Keystone SHOCK CONTROL System in cushioning efficiency. But—for reliability and maintenance-free service under the toughest operating conditions—we know of none which even come close to Keystone Double-Acting SHOCK CONTROL units. Railroad experience over millions of *revenue miles* indicates that the Keystone SHOCK CONTROL System is unmatched for reliability and performance. When you think of cushioning, think of Keystone SHOCK CONTROL. You can depend on it to help keep your cars rolling in revenue over the long haul. May we send you complete details? Keystone Railway Equipment Co. 310 S. Michigan Ave. Chicago, Ill. 60604

(Continued from page 69)

president—marketing, New York, appointed to the new post of vice president—marketing and sales. **E. Boykin Hartley,** vice president—sales, retires Aug. 1. **Robert A. Sauer,** vice president and controller, appointed to the new post of vice president—systems and procedures. **C. D. Vannoy,** vice president and treasurer, named vice president, treasurer and controller.

REA's Purchasing Division, effective July 1, transfers from the Finance Department to the Technical Services & Equipment Department, where, along with the Automotive and Technical Services Divisions, it will be under jurisdiction of Vice President **Warren L. Serenbetz.**

The Real Estate Division, effective July 1, transfers from the Finance Department to the Law Department, where, along with the Corporate, ICC, OTR, Labor & State Regulatory, and Rate Divisions, it will be under jurisdiction of Vice President and General Counsel **William J. Taylor.**

READING.—T. A. Shields appointed director, TOFC operations, Philadelphia. **H. R. Haverstick** succeeds Mr. Shields as manager operations, **Reading Transportation Co.**

ROCK ISLAND.—G. W. Becker appointed principal assistant engineer; **R. H. Bright,** labor relations officer; **P. J. Calza,** assistant engineer of maintenance-system; **J. R. Osman,** chief mechanical officer; **George M. Mariner,** general attorney, all with headquarters at Chicago. **B. Bristow,** principal assistant engineer, retired. **J. R. Conway,** freight sales representative, Dallas, named district manager-freight sales, Louisville, Ky.

SEATRAIN LINES.—William A. McAuliffe, manager of marine operations, appointed manager of operations, Edgewater, N.J.

Robert J. Weir, sales representative, appointed sales manager for South Jersey, portions of Pennsylvania and Maryland and all of Delaware, Virginia and Washington, D.C.

Seatrain Lines and **Seatrain Lines of Puerto Rico** have been acquired by **Transeastern Associates,** New York. Seatrain service will be continued under direction of present Seatrain management.

SOUTHERN PACIFIC.—P. L. Scott, mechanical production planner, general shops, Sacramento, Calif., appointed master mechanic, San Antonio and Dallas Divisions, San Antonio, Tex.

TORONTO, HAMILTON & BUFFALO.—Percy W. Hankinson, general manager, Hamilton, Ont., appointed vice president and general manager.

TRAILER TRAIN CO.—John A. Brennan, Jr., manager of accounting, Philadelphia, appointed comptroller.

Industrial Traffic

Robert Alexander has been appointed director of transportation—distribution, **Pillsbury Co.** He formerly was director of trucking.

Edward Lee has been appointed to the newly created position of manager of transportation, **All-Steel Equipment Inc.,** in charge of all shipments from company plants at Aurora, Ill., and South Bend, Ind. **George Swanson** has been appointed assistant manager of transportation. **Lloyd Richardson** has been named claims supervisor. Mr. Lee has been a traffic analyst and transportation specialist for Great Lakes Pipe Line Co. since 1959. Prior to that he was a traffic agent, **Louisville & Nashville.**

International Milling Co., Minneapolis, has announced a series of promotions in its U.S. transportation department. **Bob L. Pearson,** director of transportation analysis, has been appointed general traffic manager. **Lyder Swanson** has been named traffic manager, midwest and southwest production regions, reporting to Mr. Pearson. **Francis G. Witting** will head traffic for the midwest region plants and **Delos W. Webster** will head southwest region traffic, both at Minneapolis and reporting to Mr. Swanson. Also under Mr. Swanson will be a newly established service section, headed by **John E. Wiens,** and a new procedures section, with **John W. Blucher** in charge. **Robert L. Taylor** has been appointed manager of transportation research. **Andrew T. Nelson** and **Dale R. Johnson** will report to Mr. Taylor as assistant managers of transportation research.

F. L. Sigloh, assistant general traffic manager, **Boise Cascade Corp.,** Boise, Idaho, has been named director of traffic.

Howard W. Jones, general traffic manager, **General Foods Corp.,** White Plains, N.Y., has been appointed director of traffic, succeeding the late **Ray V. Harron,** who died May 25.

Texaco Inc. has announced the relocation of the Traffic Division (Domestic), Supply & Distribution Department, from 2100 Hunters Point Avenue, Long Island City, N.Y., to P.O. Box 52332, Houston, Tex., effective July 6.

Supply Trade

Mort Westlund has been named regional sales manager, Railway Division, **Automated Building Components, Inc.,** Miami, Fla. He will introduce the revolutionary concepts of Gang-Nail products to the railroad industry for extending tie life and protecting freight-car floorings. Mr. Westlund has been associated with Jackson Vibrators, Electric Tamper Export Co. and Main Line Equipment Co.

Bernard J. Yelin, vice president and general manager, **International Car Corp.,** Buffalo, has been promoted to executive vice president and general manager.

Henry E. Keniston has joined the management staff of **Ortner Freight Car Co.,** Cincinnati, Ohio. Mr. Keniston formerly was assistant chief mechanical officer, **Clinchfield,** Erwin, Tenn., and prior to that was engineer, car construction, **Atlantic Coast Line.**

William H. Osterland, manager of transportation services, **American Steel Foundries,** Chicago, has been appointed a district sales manager there, with responsibility for sales of railroad products to several Midwestern railroads.

John M. Gleason and **Walter H. Pogue, Jr.** have been appointed assistant general sales managers, **Freight Car Division, General American Transportation Corp.** Mr. Gleason was formerly Airslide car sales manager, and Mr. Pogue was manager of railroad sales. **Robert J. Perkins** has been named manager of Airslide and Dry-Flo car sales.

Richard Von Berg, project engineer, **Transicold Corp.,** Montebello, Calif., has been appointed general service manager.

OBITUARY

J. H. Dickinson, Sr., who retired in March 1964 as purchasing agent, **Jacksonville Terminal,** died recently at his home in Frostproof, Fla.

Adolph P. Wunderlich, 70, retired auditor of car accounts, **Nickel Plate,** Cleveland, Ohio, died June 11 in suburban South Euclid, Ohio.

NEW FLAME TOOL CUTS ROCK REMOVAL COSTS

Costs of removing rock from roof of a Boston & Maine railroad tunnel were substantially reduced by using a new rock-cutting tool.

Fed by compressed air and inexpensive fuel, the RoKeX flame-cutting tool produces a high velocity, high temperature flame, by which the rock flakes off in small chips (no melting, no burning). This "spalling" action is rapid and continuous in hard rock. After treatment the remaining rock has a clean, smooth, unshattered surface.

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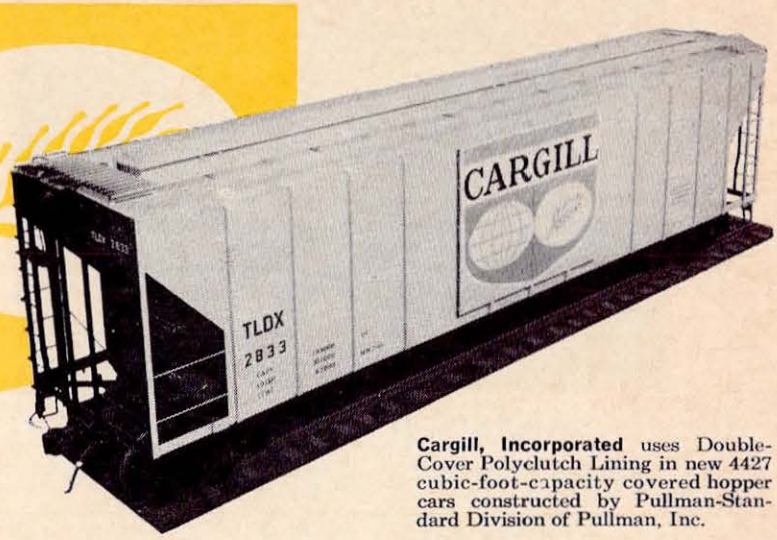
CARGILL



Cargill, Incorporated uses Double-Cover Polyclutch Lining in new 4427 cubic-foot-capacity covered hopper cars constructed by Pullman-Standard Division of Pullman, Inc.

ONE COAT OF NEW DOUBLE-COVER POLYCLUTCH® LINING GIVES YOUR COVERED HOPPER CARS THE EQUIVALENT DRY FILM THICKNESS OF TWO-COAT SYSTEMS! POLYCLUTCH SPRAYS ON QUICK AND EASY... CUTS LABOR COSTS AND OVERSPRAY LOSSES... PUTS CARS IN SERVICE FASTER... AND GIVES YOU CLEANER, QUICKER OPERATION WITH NO CONTAMINATION LOSSES!

• **Tough, flexible Polyclutch** has a hard, smooth, non-porous surface that is tasteless, odorless and doesn't affect foodstuffs. It is approved by the U.S. Food & Drug Administration and specified by most major roads. For more facts, write Pittsburgh Plate Glass Co., Railway Finishes Division, 1 Gateway Center, Pittsburgh, Pennsylvania 15222.

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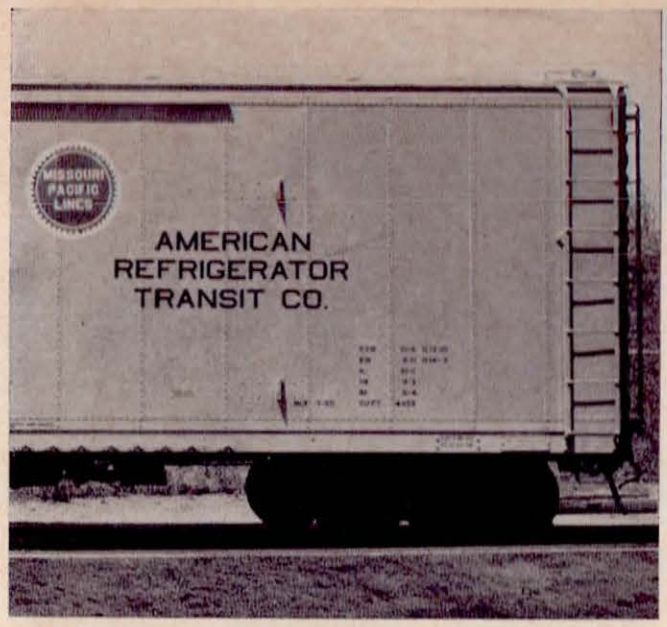

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REFRIGERATOR
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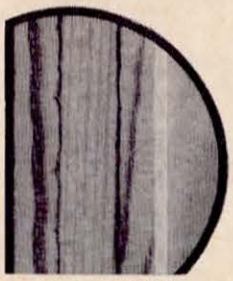
. . . uses KEMPLY® LINER
TO PROTECT CARGO



Cross section of ¼" KEMPLY enlarged 3 x's shows relative thickness of surface. Type FG10.

KEMPLY has a thick, hard, impervious surface.

- Holds up under constant impact
- Easily cleaned with steam or detergents
- Does not retain odor of cargo
- Not affected by sub zero temperature
- Installs like conventional plywood
- U. S. D. A. Approved
- Available white or colored

KEMPLY is not surfaced with a mat, but a closely woven glass fabric. The fibers are imbedded deep in resin, and not close to the surface where they may easily become exposed by abrasion. KEMPLY stops splintered walls from damaging cargo.

KEMPLY is available in thicknesses of ¼", 3/8", ½", 5/8", ¾" and 1"; in standard 4' x 8' panels; and in lengths up to 24 ft.

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Verdict near in run-through case

(Continued from page 12)

future and to write contracts governing all the conditions that might arise in the modern industrial world. When management takes unilateral action affecting working conditions, the BRT believes that it by-passes the terms and conditions of the collective-bargaining agreement."

And, while the run-through dispute doesn't have quite the drama of the fireman-off dispute which Canadian Pacific fought to a successful conclusion in the late 1950s, still the unions consider it a vital one. Said Luna: "Before the Commission reports, it is anticipated that the expense incurred by the brotherhoods will run into six figures, but we feel it is a justifiable expense and nothing should be spared if we can pioneer long-term benefits which will accrue to the entire labor movement."

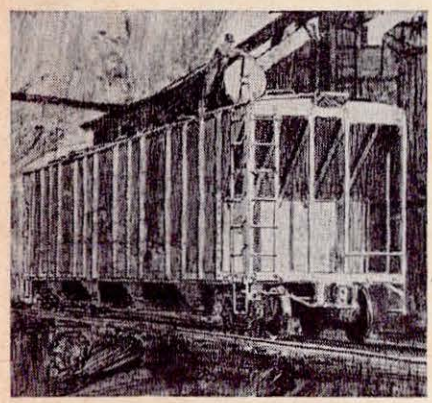
This union pitch wasn't long in being translated into a proposal. Mention was made, in testimony, of the system of so-called perpetual contracts existing in the U.S., where changes are made through Section 6 notices under the Railway Labor Act (though the issue of what is negotiable and what is not is raised in the U.S. as it has been in Canada).

• **And in Canada . . .** Canada has no such provision—but the unions would change the law to provide one. One witness for the three ops proposed a change in the act, and a group of non-operating organizations submitted a brief suggesting much the same thing.

So far as the ops are concerned, the matter of what is—or could be—negotiable is a major issue. The non-op brief, however, goes farther—and seems to propose a Washington Job Protection Agreement for Canada.

As matters stand, Mr. Justice Freedman is being called upon for a decision affecting far more than just the run-through of two terminals. Both major Canadian railways (Canadian Pacific played only a small part in the specific run-through case) are watching closely—and hoping that the Freedman Commission will come up with as favorable a decision as the Kellock Royal Commission did in the CP fireman-off dispute. And U.S. roads can't ignore what's going on in Canada, just as they couldn't (and didn't) ignore the Kellock recommendations which eventually made CP the first big road to go without freight and yard diesel firemen. ■

FYI



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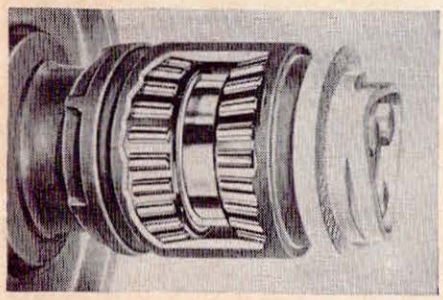

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TAPERED ROLLER BEARINGS

Traffic Poll

(Continued from page 36)

through failure to furnish equipment suitable for the lading to be carried, requiring the shipper to dress up the car with extra dunnage, or by in-transit damage which increases the burden of car cleaning.")

Stepped-up educational programs are the idea of other shippers, including Louis Schwartz, general manager, New Orleans Traffic & Transportation Bureau, and E. H. Endroll, TM, Hollywood Candy Division of Hollywood Brands, Centralia, Ill.

"Delegation to terminal superintendents of responsibility for control over the cost of cleaning cars" is the idea of C. D. Smith, director of traffic, Agway, Inc., Syracuse, N.Y. To enable them to meet that responsibility, he would have car checkers and yard conductors make written reports on condition of cars reported as empty or removed as empty from private or public sidings. Costs associated with cleaning cars might then be allocated to the terminal where the car was unloaded, for the superintendent to use in carrying out the responsibility.

● **Allowance to shippers?** Some sort of allowance to shippers for cleaning cars, in lieu of a penalty for not cleaning them, is suggested by several Poll respondents. T. H. Egan, Jr., manager of purchasing & traffic, General Latex & Chemical Corp., Cambridge, Mass., would extend such an allowance to shippers "who agree in advance to clean cars to their own standards, since they should know best how clean a car they need."

"A $5 reward to customers for cleaning cars would still save the railroads $20 per car and certainly result in clean cars," in the opinion of S.W.W. Carr, manager, Traffic Bureau of Sioux Falls, S.D. Carr's views are echoed by another respondent, who asks not to be quoted by name, but who writes that car cleaning "is essentially a necessary railroad function. The penalty proposal is based on the unsupported premise that to unload clean is a duty of the receiver. The expense of maintaining cleaning tracks is built into the rates."

● **Sympathetic—but!** Despite these concluding comments, the obvious conclusion to be drawn from the Poll as a whole seems to be that:

Shippers are well aware of the seriousness of the "dirty car" problem. They realize it must be solved, and are sympathetic to railroad efforts to solve it. But they see practical obstacles in the way of applying fairly any flat dollar penalty for release of unclean cars. ■

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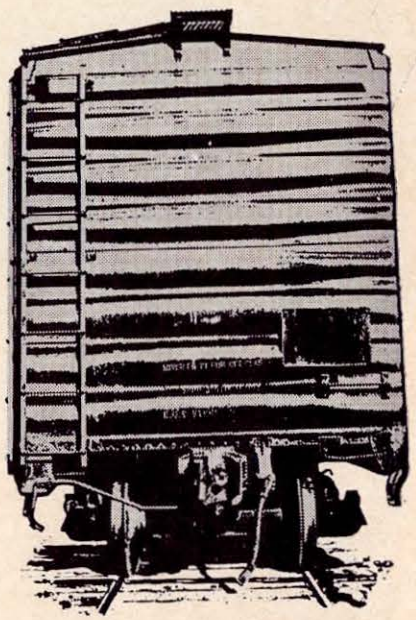

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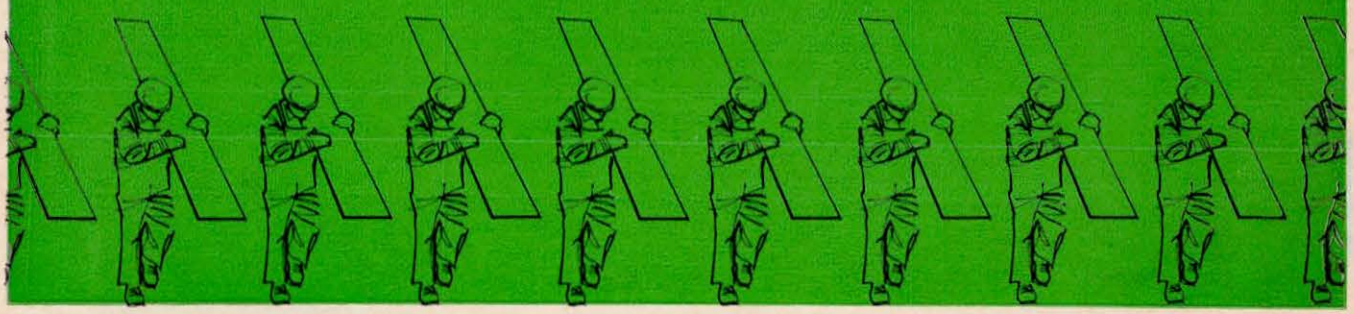

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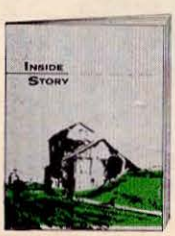

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MARKET OUTLOOK

Carloadings

Loadings of revenue freight in the week ended June 19 totaled 610,835 cars, the Association of American Railroads announced on June 24. This was a decrease of 903 cars, or 0.1%, compared with the previous week, an increase of 20,993 cars, or 3.6%, compared with the corresponding week last year; and an increase of 10,055 cars, or 1.7%, compared with the equivalent 1963 week. Ton-miles generated by carloadings in the week ended June 19 are estimated at 14 billion, an increase of 5.6% over the corresponding week of 1964, and 10% over the 1963 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, June 19

District	1965	1964	1963
Eastern, including Allegheny and Pocahontas	250,268	239,062	247,793
Southern	110,993	110,820	107,187
Total Eastern and Southern Districts	361,261	349,882	354,980
Northwestern	87,771	82,660	85,606
Central Western	121,168	117,997	120,519
Southwestern	40,635	39,303	39,675
Total Western Districts	249,574	239,960	245,800
Total All Roads	610,835	589,842	600,780
Commodities:			
Grain and Grain products	55,807	54,141	52,146
Livestock	1,291	1,708	1,941
Coal	118,321	115,606	116,292
Coke	9,051	8,322	8,585
Forest Products	36,720	38,802	36,447
Ore	56,778	54,858	53,532
Merchandise l.c.l.	9,841	12,522	17,154
Miscellaneous	323,026	303,883	314,683
June 19	610,835	589,842	600,780
June 12	611,738	595,766	616,261
June 5	536,916	573,651	605,361
May 29	608,532	568,158	549,861
May 22	605,893	586,884	598,419
Cumulative total, 25 weeks	13,852,919	13,523,443	13,601,329
Estimated revenue ton-miles (billions) 25 weeks	324.8	310.9	293.6

PIGGYBACK CARLOADINGS—U.S. piggyback loadings for the week ended June 12 totaled 19,972 cars, compared with 17,475 for the corresponding 1964 week. Loadings for 1965 up to June 12 totaled 455,150 cars, compared with 393,095 for the corresponding period of 1964.

IN CANADA.—Canadian carloadings were not available as this issue went to press.

FREIGHT-TRAIN CARS

► *Katy.*—Directors authorized acquisition of 1,000 new freight cars of various types and 25 new cabooses. In addition, car rebuilding and repair programs will be started at company shops at Denison, Tex., and Parsons, Kan. Plans call for the shops to turn out five or six cars per day, or about 1,000 cars in total by the end of 1965. Katy's freight-car program is the biggest item in a $22-million over-all expenditure which President John W. Barriger calls "the first major step toward rebuilding the physical properties of the Katy."

► *Louisville & Nashville.*—Directors authorized purchase of 350 general-service gondolas, 100 100-ton high-side gondolas and 100 70-ton pulpwood cars.

► *Rock Island.*—Ordered 2,094 new freight cars at a cost of $26 million. On the list: 1,000 50-ton general-service box cars; 100 90-ton, 60-ft box cars equipped with cushion underframe and lading-protection devices; and 73 100-ton auto-parts box cars equipped with cushion underframe; and 646 100-ton covered hopper cars, all from Pullman-Standard; 50 70-ton insulated box cars equipped with cushion underframe from General American; 100 70-ton gondolas from Thrall Car; 100 70-ton box cars equipped with cushion underframe and lading-protection devices from ACF; and 25 90-ton insulated box cars equipped with lading protection devices from Evans Products.

► *Union Pacific.*—Ordered 20 60-ft box cars from ACF for auto parts shipments and general service. The cars, costing $370,000, will be delivered in the fourth quarter of this year.

NEW FACILITIES

► *City of Philadelphia.*—Has been awarded a grant of $2.9 million by the Housing and Home Finance Agency to modernize the 15th Street subway station. The project is part of the city's six-year program of capital improvements to the transit system. As part of the modernization, the subway-surface tracks between the 15th and Juniper Street stations beneath City Hall Plaza will be reconstructed. The city will contribute $1.4 million of the total cost of $4.3 million.

PURCHASES

► *Three Months' Purchases Up 4.7%.*—Purchases by domestic railroads of fuel, material and supplies in the first three months of this year were $17,361,000, or 4.7%, higher than in the comparable 1964 period. Purchase estimates in the following tables were prepared by Railway Age.

PURCHASES*	March 1965	Three Months 1965	Three Months 1964
	(000)	(000)	(000)
Rail	$ 11,457	$ 24,846	$ 13,136
Crossties	4,749	12,285	10,191
Other Material	100,422	264,622	252,433
Fuel	31,364	87,398	96,030
Total	$147,992	$389,151	$371,790

*Subject to revision.

YOU OUGHT TO KNOW

AAR enlarging O-T General Committee: Railroad parties to Section 5a Agreement No. 7 are voting by letter ballot on candidates for three new memberships on the General Committee of the AAR's Operating-Transportation Division. That committee is administrator of Agreement No. 7 which provides anti-trust immunity for joint actions relating to per diem, demurrage and storage. The increase in the committee's membership from 17 to 20 was recently approved by the ICC in an order effective July 23. Returns to the letter ballot are due July 22 (RA, Feb. 8, p. 36).

REA stock sale to Greyhound: The ICC has postponed again the effective date of its order authorizing REA Express to sell 500,000 shares of its stock to Greyhound Corp. The postponement, "until further order of the Commission," came after dissident western railroads filed suit to set aside the order. The order had been scheduled to become effective June 17—the date set by the Commission's May 28 order which lifted a previous suspension and denied petitions for reconsideration of the order authorizing the sale (RA, June 7, p. 7).

Last trains go off: The ICC has entered no objection to Katy's dropping its last four passenger trains —and so Nos. 1, 2, 5 and 6, operating between Kansas City and Dallas, will come off June 30. Katy President John W. Barriger said the train discontinuances will produce savings of more than $1 million a year.

Small shipments meeting: The National Small Shipments Traffic Conference will hold its 13th annual meeting in the Brown Hotel, Louisville, Ky., October 11-12.

New RPRA officers: Warren A. McNeill has been elected president of the Railroad Public Relations Association. McNeill, director of public relations and advertising for Louisville & Nashville, succeeds William A. Lashley, vice president, public relations and advertising, Pennsylvania. Other officers elected were: vice president-Eastern Region, R. A. Strickland, director of public relations, REA Express; vice president-Western Region, Harry E. Hammer, assistant to the president-public relations, Missouri Pacific-Texas & Pacific; vice president-Southern Region, Raymond L. Bullard, public relations representative, Atlantic Coast Line, and secretary-treasurer, John N. Ragsdale, advertising manager, AAR.

A name for a new PRR train: The Pennsylvania's new passenger train that begins service July 1 between Delmar and Wilmington, Del., will be called the "Blue Diamond." The name, submitted in a PRR contest by 11-year-old rail fan Thomas W. Murray, III, of Cheswold, Del., is based on Delaware's being known as the Blue Hen State and the Diamond State. The youthful winner will get a $25 U.S. savings bond, be "Engineer for a Day" on the train, and be a guest of state and PRR officers at a luncheon on the day of the inaugural run.

Safety's big payoff: Both Frisco and its employees are benefiting, as the first year's results are in, from a new safety contest started in mid-1964 by President L. W. Menk. Over the first four months of 1965, the number of employee personal injuries reportable to the ICC dropped to 64, from 80 in the January-April period last year. Grade-crossing fatalities were also down, from 20 to five. And how are the employees benefiting—in addition to the benefits from having a safer place in which to work? Winning safety suggestions are being recognized with prizes that really are—a trip to the New York World's Fair, a color television set, a $500 savings bond. First-prize-winning suggestion came from a special-equipment operator at Pensacola, O. J. Stuart, who proposed that the surface of highways be covered with a corrugation as a warning to motorists a safe distance in advance of grade crossings.

Truck tonnage: Intercity truck tonnage in the week ended June 12 was 14.5% above the volume of the previous week, which included the Memorial Day holiday, and 7.2% ahead of the volume in the corresponding week of 1964, according to American Trucking Associations.

Current statistics

Net income	
3 mos., 1965	$121,000,000
3 mos., 1964	133,000,000
Carloadings, revenue freight	
25 wks., 1965	13,852,919
25 wks., 1964	13,523,443
Freight cars on order	
June 1, 1965	35,120
June 1, 1964	32,049
Freight cars delivered	
5 mos., 1965	30,902
5 mos., 1964	30,760
Serviceable cars	
June 1, 1965	1,409,178
June 1, 1964	1,410,335

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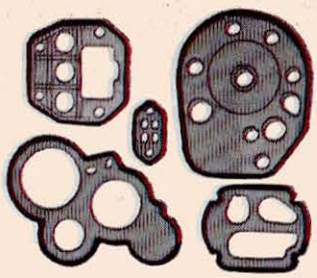
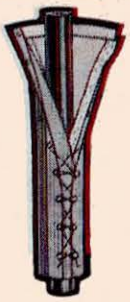
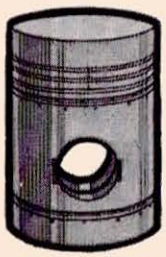


AIR BRAKE GASKETS— G-B Flextite gaskets provide a tighter seal, are oil resistant, more resilient, and pliable at low temperatures—thanks to special alloying of rubber compounds.



TRAIN-LINE INSULATION—For steam train-line piping and exposed water pipes beneath car floor. Ultralite glass fiber insulation, cemented to waterproofed heavy asbestos cloth, is 2 inches thick. Provides superior thermal efficiency.



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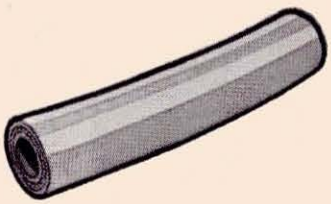
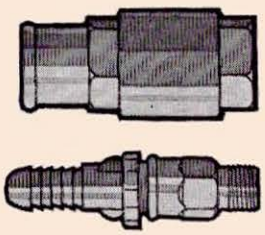
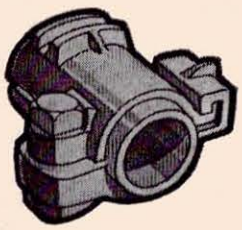


AIR TOOL HOSE—Red Atlas Brand—a fine quality hose with a national reputation. Built to exceed AAR specifications—distinctive red cover for easy identification. In bales or 50′ lengths.



COUPLINGS—Lowery Hose Couplings are the simplest and safest method of attaching hose to tools. Swivel nut and rubber seal assure positive leak-proof connection that can't blow off.



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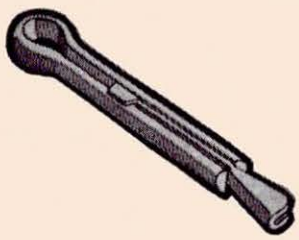

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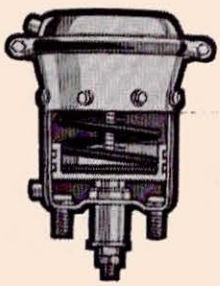

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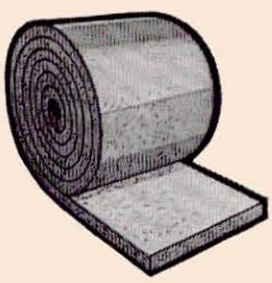

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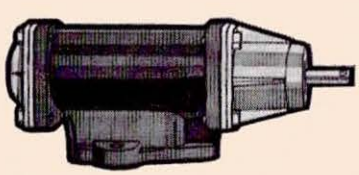

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R&D emphasis on fast trains urged

Immediate development of existing passenger service is necessary, say planners, to discourage highway-airport expansion.

Federal research and development funds should be used to speed up conventional rail passenger service instead of being spent on totally new surface transportation proposals, a Congressional committee has been advised.

Speaking for the Regional Plan Association, Vice Chairman Amory H. Bradford urged the Senate Commerce Committee to invest R&D money, specifically, in the Northeast Corridor project.

● **Two-hour runs by 1970.** The planning group is supporting a proposal to provide railroad service between New York and Washington on a two-hour schedule by 1970-72, and to move quickly toward high-speed service along the more difficult Boston-New York run.

Bill S.1588 would authorize the Secretary of Commerce to undertake research and development in high-speed ground transportation. The federal government would spend $9 to $10 million on the proposed Washington-New York demonstration, and the Pennsylvania has indicated it would be willing to invest about the same amount (RA, June 21, p. 49).

In his Budget Message last January, President Johnson proposed an appropriation of $20 million for the next fiscal year beginning July 1. Secretary of Commerce John T. Connor has estimated that the program would require an additional $70 million—$35 million in each of the two subsequent fiscal years.

● **Act before it's too late.** In his testimony before the Senate committee, Bradford said that the concentration should be on development of conventional rail service "to avoid uneconomic air and highway expansion, which would be required if ground transportation speeds are not improved within the 15-to-20-year period." He said research on new ground and underground systems should go forward, "but not at the expense of immediate improvements in the speeds of conventional rail transportation."

About 150,000 daily trips are now made between New York and other metropolitan areas in the Northeast Corridor. Planners forecast a population increase of 30% in the region in the next 20 years with heavy demands on transportation facilities.

"The federal government," said Bradford, "should work with the railroad companies and rail equipment manufacturers to develop conventional railroad trains capable of top speeds of 150-160 miles per hour, and a plan for roadbed improvements and realignments following existing rail rights of way between Washington and New York to provide two-hour schedules as soon as possible, hopefully by 1970-72."

He said speeds would be increased gradually over the next five years as new equipment is introduced and right of way improved. Initially, operational tests would probably be made on a 20-mile portion of the Pennsylvania between Trenton and New Brunswick, N.J.

"It seems advisable to begin modernization with the southern half of the system because the cost and disruption of right-of-way improvements will be less than between New York and Boston, and the number of potential riders is greater," Bradford pointed out.

The two-hour travel time between New York and Washington is a necessity, the planning official said, because any slower schedule would not attract a significant number of persons who otherwise would choose air travel. Faster speeds, he believes, would be uneconomical to achieve.

● **The government's role.** Bradford reasoned that the federal government has a stake in developing high-speed rail service "because it is generally committed to assuring facilities for the alternatives: automobile and air traffic. Therefore it is reasonable for the federal government to examine comparative costs of travel modes and assure that the most efficient is available."

In addition to research and development, construction and equipment funds would be needed, he said. But these can be provided within the framework of present federal policy as established in the Mass Transportation Act of 1964.

"This project can be considered of national significance not only because nearly 20% of the nation's population lives in the Corridor, but also because it would demonstrate a system that can be applied elsewhere like the other transportation demonstration projects which Congress supports."

He mentioned San Diego-Los Angeles-San Francisco; Cleveland-Pittsburgh; and Milwaukee-Chicago as areas where high-speed rail lines would prove valuable. ■

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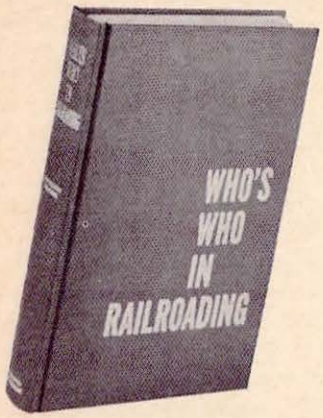

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How to speed up progress

Not all railroads are big enough to engage in comprehensive scientific research, but jointly, if not individually, they can.

The problem of promoting technological progress on the railroads is quite different—and far more difficult—than it is for some other large industries. With only three or four large companies producing automobiles (for instance), each is able to maintain complete research facilities of its own. But, with 90-odd Class I railroads, obviously not every one can support research activity to match that of any one of the large automobile or electrical manufacturers.

Western Maryland's Arthur Grotz has long been an inquiring observer of this situation from the railroads' standpoint, and he set forth some of his conclusions in our June 21 issue (p. 55). Mr. Grotz emphasized the utilitarian approach to the problem. That is, he did not advocate that railroads do so-called "basic research," but rather that they equip themselves to keep fully informed as to what is going on in science and engineering that might have practical application to railroading. What he believes is that the vast amount of inquiry now going on in other fields might well have some beneficial "fallout" which could be profitably applied in railroading.

Of course, a great deal of systematic observation of the kind Mr. Grotz suggests is already going on—not only on the part of the railroads, but by their suppliers as well.

But how much of such inquiry is enough, at a time when changes of such vast magnitude are occurring, practically overnight?

The problem is, obviously, not one that each individual railroad can solve for itself. Railroads can do a great deal of this work independently of each other, but much of it would seem to require joint effort—if for no other reason than the fact that many railroads are too small to engage in far-reaching efforts of this kind. Besides, the interests of most railroads are parallel to those of other companies, and the great expense of unnecessary duplication can be saved by joint effort. The considerable (and growing) activity of the Association of American Railroads not only recognizes this situation, but points the direction for its further growth.

But, because much of such inquiry can be (or, sometimes, must be) conducted jointly, by no means closes the door to productive effort by individual railroads. Without going into specific detail here—all railroaders know that much of the recent improvement in technology by the railroads has had its origin in the initiative of individual railroads and individual suppliers. The division of the job to be done between individual companies and what can best be undertaken jointly is usually not too difficult.

The real task has to be that of constant surveying of the whole field, to make sure that no important area is being overlooked. An army would not be ready for effective combat if it had the most modern planes, but artillery of the vintage of 1918.

Perhaps the most important contribution that individual railroads could make toward keeping the industry always up-dated would be what Mr. Grotz calls "internal steps to attract and keep highly talented men, and to upgrade existing personnel through continuous educational programs." This is a course that every railroad—even if of modest size—can pursue effectively. Not every railroad can afford to maintain a comprehensive research service and "intelligence staff," but any carrier of any magnitude can certainly afford a few men of the required caliber; and can be represented by its ablest men at some of the many seminars that are frequently held, not only by academic institutions, but by such organizations as the Railway Systems and Management Association.

Critical, friendly eye is needed

The railroads and their suppliers can, with a friendly but critical eye, profitably keep watch on what the government is doing to advance transportation technology—largely that of the railroads' highway, air and waterway competitors. Railroaders have mixed feelings as to government involvement in transportation research, so far as railroads are concerned, but full discussion among railroaders and their friends ought to be able to resolve most questions of this kind.

Our own belief has long been that the public interest requires that government's promotional concern ought to be as great for railroad transportation (no more, no less) as for any other mode. Shippers, if the situation were adequately explained to them, should support such a viewpoint. Would it not be well to have some watchdogs keeping an eye on this situation, strictly from the standpoint of the public interest?

To get some positive action on his suggestions in this area, Mr. Grotz recommends "a small conference between top railroad executives and executives of several large science-interested industries, men as concerned with profits as we are." That would be one way toward more rapid adaptation of the railroads to their rapidly changing environment. How about giving this suggestion a trial?

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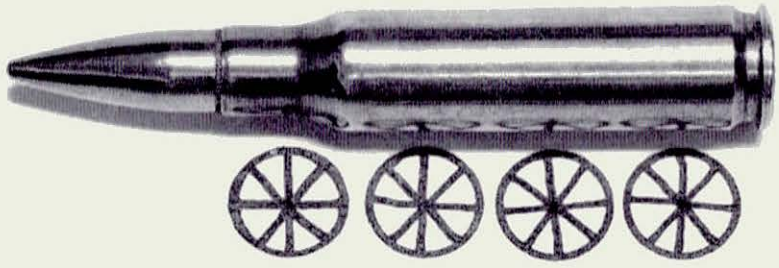

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